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Volume II
TRANSCRIPT OF RECORD

SUPREME COURT OF THE UNITED STATES

OCTOBER TERM, 1965

No. 46

UNITED STATES, APPELLANT,

vs.

GENERAL MOTORS CORPORATION ET AL.

**APPEAL FROM THE UNITED STATES DISTRICT COURT FOR THE
SOUTHERN DISTRICT OF CALIFORNIA**

FILED JANUARY 11, 1966

PROBABLE JURISDICTION NOTED

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SUPREME COURT OF THE UNITED STATES

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SOUTHERN DISTRICT OF CALIFORNIA

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[fol. 1220] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 17

INTER-ORGANIZATION LETTERS ONLY

Received November 18, 1960

Chevrolet-Oakland

Division of General Motors Corporation, Oakland

To: Mr. R. M. O'Connor, Los Angeles

From: Fred M. Thompson, Los Angeles

Dear Mr. O'Connor:

November 17, 1960.

Mr. Mays talked to me this morning in your absence on the subject of the discount house operations in our area. He mentioned specifically that John Connell had written Mr. Staley on this subject and that just this morning Mr. Cole received the attached wire from the salesmen of Selman Chevrolet, Orange, California.

Mr. Mays requested that someone in top Zone management meet with the dealer and the salesmen at Orange, either today or tomorrow and review our position with respect to this type of operation with them and also to see if they could furnish any additional information about the discount houses that we do not already have.

He further requested that you immediately send him a detailed report of the discount house operations in this area and specifically requested information as to the dealers who are furnishing merchandise to the discount houses, as well as what action we in the Zone are taking to curb such sales.

He stated that this matter had apparently reached such proportions that Central Office wished to review the entire matter possibly with the legal department to see if they could be of some assistance to us in this connection.

I discussed this matter with Mr. Cash so that he would be informed and sent the attached teletype to Mr. Mays.

Very truly yours, Fred M. Thompson, City Manager
—North.

FMT:pk

cc: Mr. R. M. Cash, Attachments

[fol. 1221]

WESTERN UNION.

SENDING BLANK

Call Letters: FKQ—PD

Charge to: Chevrolet Motor Divn.

Fax Los Angeles Calif.

Edward J. Cole
Detroit

November 17, 1960.

We the undersigned salesmen of Selman Chevrolet, Orange, California, wish to register a protest against the practice of retailing new automobiles through discount houses. This practice is widespread in Orange County and is detrimental to us individually as professional salesmen, paralyzing to the local dealers and in the long run not in the best interests of either the customer or General Motors.

(Signed) Howard Goodwin, Ira Armstrong Ralph
Carnes

Send the above message, subject to the terms on back hereof, which are hereby agreed to.

Please Type or Write Plainly Within Border—Do Not Fold.

[fol. 1222]

WESTERN UNION

SENDING BLANK

Call Letters FKQ—PD

Charge To: Chevrolet Motor Divn.

Fax Los Angeles, Calif.

page 2

Edward J. Cole

November 17, 1960.

Ross Benston, Paul Sems, Floyd Carriker, Clint Goforth, George Lane, Glen Riley, Charles Mulvery, James Ellis, Palmer Hines.

Send the above message, subject to the terms on back hereof, which are hereby agreed to.

Please Type or Write Plainly Within Border—Do Not Fold.

1269—(R 4-55)

[fol. 1223] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 18

CHEVROLET-CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

November 18, 1960.

Memorandum To File

Subject: Discount Houses

Discount Houses—Orange and Laguna Beach

1. Letter and ad from Miller Chevrolet Co., 11/11/60.
2. Mr. Cole received wire signed by 12 salesmen—Selman Chevrolet, Orange—wire dated 11/16/60.

Mr. Mays telephoned Fred Thompson, City Manager.

Bob O'Connor, Los Angeles Zone Manager, holding meeting with Dealer and salesmen at Selman Chevrolet, Orange, California, today 11/18/60.

Complete investigation of Discount House activities in area is being made. Report of same will be mailed to Central Office Monday.

Mr. Mays calling O'Connor this morning advising him of wires received by Mr. Gordon, to further assist Zone investigation.

Laguna Beach—Lawrence Boone, Harrison Jameson, Jr., Jack Trescott.

Discount Houses—reported to be checked
Fleet Sales, Gem Co., C & A.

Schreitmuehler has file on Gem Co. covering operations in St. Louis, Mo., and Washington, D.C. area. We have asked for guidance.

L. H. Averill.

[fol. 1224] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 19

La Habra, California

November 18, 1960

Mr. Edward Cole,
c/o General Motors, Chevrolet Div.
Detroit, Mich.

Dear Mr. Cole:

I am a Sales Manager in this Chevrolet Dealership and thought I would write you a letter to tell you the effect of Discount House selling of Chevrolet Products is having on my position in this Dealership.

It is becoming increasingly hard to hire good salesmen to devote their entire time to the business of selling Chevrolets because above mentioned discount houses are making it very hard to hold sufficient gross profit per unit to allow a proper commission to be paid so that good Salesmen can make as much money as they can in other fields.

Thanking you for your consideration. I Remain,

Yours Very Truly, Stanley O. Drake, Sales Manager.

[fol. 1225] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 20

November 18-60.

Dear Mr. Cole:

I am writing this letter at the request of my family because they are depending on me to make a living as a Chevrolet salesman. Although I am still employed(?) as a salesman at Eddie Hopper's Chevrolet in Orange County my sales and income has been cut in half. The majority of people that come in that are interested in a new Chevrolet just want to prove to themselves that they can make a better deal by buying through a local discount house. As you can imagine the seven discount houses in this area are selling new cars cheaper than an authorized Chevrolet agency. [fol. 1226] I feel certain unless something is done about the discount houses immediately myself and many other new car salesmen like me will have to go to work (in some other field). Lets not let this happen. Lets stop the supply of new Chevrolets to these discount houses. Most important Lets do it now.

Thanking you in advance for your consideration in this matter.

Thanx, Jack Steele, Eddie Hopper Chevrolet, Orange County, California.

[fol. 1227] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 21

Mr. Edward Cole
c/o General Motors Chevrolet Div.
Detroit, Michigan.

Dear Sir,

I am a Chevrolet salesman at Don Steves Chevrolet in La Haba, Calif. My living depends on Chevrolet automobiles and their sales. We have a fine lineup and it should be a good year for all connected with Chevrolet.

Until just recently I was under the impression that Chevrolet franchise was very exclusive and something to be real proud of. We, Chevrolet sales force have made the Chevrolet the number one seller in the country. Sound business practices and a good product kept the resale value up and we were out ahead of all competition. Average commission on a new Chevrolet at \$80.00 is fine. However, I have had people come in and tell me that they have my deal beat by a mile. At first I could not believe it because no legitimate Chevrolet dealer would sell or could afford to sell the car for any less profit and still be able to service the car after sale. That's when the word Discount House came into the conversation.

This is a shame. Discount Houses are selling Chevrolets. It must be stopped at once. The Discount Houses will not only take our bread and butter away from the Chevrolet sales force, but they will also ruin the reputation of Chevrolet itself. It is unfair and it must be brought to a halt.

In the first place Discount Houses have no service facilities to carry out the much advertised 12,000 mile warranty and after sales service. Secondly they are known for inferior quality merchandise "bargains" and we don't want the number one car in the nation to be included in that category.

We have put a lot of effort to keep Chevrolet's name clean and we don't want to have it smeared by a bunch of shaysters connected with Discount House operations.

Please look into it and clean up this undermining situation. Our lives depend on Chevrolet's name and sales. Your end of the business depends on Chevrolet's reputation and repeat sales as well.

Very truly yours, Dick Pruszyński.

[fol. 1228] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 22

Inter-Organization Letters Only

Received 11-25-60

To: Mr. L. N. Mays, Central Office

From: R. M. O'Connor, Los Angeles Zone

November 22, 1960.

This is with reference to your telephone request regarding the discount house operation in Southern California. This business is commonly known among dealers as referrals and has existed in the Los Angeles Zone for the past eight years and the sales on the part of the discount houses are not confined exclusively to Chevrolet products, but rather on an industry basis. The majority of these operations are confined presently to Los Angeles and Orange Counties, however, they in recent months are developing in more and more areas as well as expanding their operations in Orange County.

Among the more prominent are:

Fedco, 14920 Raymer, Van Nuys
Fedmart, 500 North Mueller, Anaheim
Leonards, 12891 Harbor Boulevard, Garden Grove
C.M.A., 1440 South Los Angeles, Anaheim
Gemco, 9700 Lincoln, Anaheim
A.B.C., 3328 Balsa, Santa Ana
White Front, 2222 South Harbor, Anaheim

In Ontario there is the Union Store, San Bernardino—F.O.R.E. and a newly opened outlet in Bakersfield known as Martin's Discount; Fedco also has stores in Lakewood and Los Angeles; Leonards also in Culver City (600 No. Sepulveda Blvd.), El Segundo, Inglewood and Westwood.

This type of business, on a strictly referral basis, is frequently quite profitable for the dealer who has only one account and retains control of all deals.

This, however, is in contrast with the consignment type of operation where the discount house itself handles the

transaction. Reference to the attachments will indicate the gross profit differential.

We find that the discount houses and their salesmen have no difficulty obtaining a new car or used car sales license once they establish their Automotive Department and usually they can easily obtain a new car franchise on a foreign import, regardless of the limitations of their facilities.

The main source of supply on Chevrolets has been from the following dealers:

[fol. 1229] Howell Chevrolet	Glendale, California
Allen Gwynn	Glendale, California
Cormier Chevrolet Company	Long Beach, California
Citizens' Chevrolet Co.	Eagle Rock, California
Ernie Porter Chevrolet, Inc.	Pasadena, California
Robert Hall Chevrolet, Inc.	Tujunga, California
Bruder Chevrolet	Hollywood, California
Warren Biggs Chevrolet	Los Angeles, California

In every case where Chevrolet dealer activity in connection with discount house sales has been brought to our attention, Zone Management, including myself, the three City Managers and the Assistant Zone Manager, as the case may be, have discussed and counseled this matter with all of the dealers engaged in referral or discount house business, in an attempt to have them desist.

We have approached the situation from the standpoint of good business practice and ethical principles, pointing out the seriousness of the threat that exists in this matter to the franchise system of distribution. Our Dealer Associations have formed a committee to call on the supplying dealers and have asked them and have attempted to persuade them to discontinue this practice. Associations have also appointed a legislative committee to seek legislative action which could prohibit this type of merchandising.

Our experience in shopping at the discount houses, from the standpoint of policy and warranty work, indicates that our regular Policy and Warranty Booklet is furnished with each purchase and the customer is told that any Chevrolet dealer will honor the warranty and correct any defects. Further, that if a Chevrolet dealer refuses to do so, a call to the factory will force them to do the work. Many dealers, however, will not service new cars purchased through dis-

count houses, resulting in unhappy owners. This does not take the form of a direct refusal, but usually is an indication to the owner that the shop is just too busy to accommodate him.

During the past year the volume of business handled by these discount outlets has reached rather serious proportions. We have reliable information to the fact that Gemco, in particular, averages over one hundred units of all makes per month.

However, we believe many dealers will cease this type of business if they had any assurance that the account would not be picked up by some other dealer, immediately upon relinquishment.

We feel that most of the attachments enclosed are self-explanatory, but one comment is in order on the letter from Mr. Warren Biggs. We do not have the dealer's permission to forward this letter, but we feel it is important for your considerations in the light of the seriousness of this situation. We also refer you to our letter and attachments of November 16, to Mr. Greig regarding an apparent patent infringement on the part of F.O.R.E.

[fol. 1230] We are in process of securing the transcript of the case of the Union Store as an example of the failure of the California Department of Motor Vehicles to take either punitive or constructive action with regard to the discount house merchandising of new automobiles. This will be forwarded later.

For your information, I reviewed our position with respect to this type of operation with the entire sales organization at Selman Chevrolet, Orange, California on November 18. Our Assistant Zone Manager will discuss this matter with the salesmen at Tommy Ayres Chevrolet, Laguna Beach on November 23.

The above outline and attachments furnishes you with all the information we have available at this time and we have also described what action we have taken to curb or restrict such sales.

Please advise if there is any further information you require.

Very truly yours, R. M. O'Connor, Zone Manager.

RMO'C:dg

Attach.

[fol. 1231] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 23

November 22, 1960.

Mr. Edward Cole, General Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Cole:

Here is only one of many letters you have probably already received in the protest of the discount houses.

So you know what it is doing to the motor car business, and my own *income*.

You are the only one that can stop this sort of bad business. The discount houses are only making us Chevrolet Salesmen a laughing stock of this business that you and I both are in.

I am sure that you and your cohorts will take the necessary steps to stamp out this sort of bad business ethics.

Yours truly, Art Taylor.

AT:am

[fol. 1232] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 25

Mon., 11/28/60.

K.E.S.

Your copy of Mr. Steves letter went to Mr. Mays this morning with a note from you asking him to give you a report on the "discount house" activities.

M.W.

[fol. 1233] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 26

DON STEVES CHEVROLET

401 West Whittier Blvd
La Habra, California

OWen 7-6705

1960, Nov. 25, A.M., 11:04, Office of General Manager

November 22, 1960.

Mr. Ed Cole, General Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Cole:

The subject of discount houses selling new Chevrolets was discussed at some length at our recent Losor Chevrolet Convention. The condition in Orange County, particularly, is so deplorable that it was finally decided that each dealer would write to you for help in cleaning up this condition.

Surely you can realize that a discount house selling new Chevrolets, with no service facilities, certainly can't lead to anything but a lot of unhappy Chevrolet customers and disgruntled dealers.

I have discussed this with my Sales Manager and my salesmen. Their feelings are so strong on this subject that they wanted to voice their opinions individually to you, feeling that this would emphasize the importance for some immediate action.

As this appears to be a mutual problem, you certainly can count on our cooperation, and anything you can do will certainly be appreciated.

Very truly yours, Don Steves Chevrolet, Don Steves,
(Donald T.)

DS:nm

cc: Mr. John Gordon, Mr. K. E. Staley, Mr. R. M. O'Connor.

Lee Mays:

For the folder you have. Have discussed with Cole, advising, will have letter of resume for him.

K.E.S.

[fol. 1234] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 27

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

1107T EST NOV 22 60 DEAS80 OA707
SSM532 O ANA257 NL PD ANAHEIM CALIF 22

JACK GORDON PRESIDENT
GEN MOTORS CORPN GEN MTRS BLDG DET

DEAR MR GORDON

I HAVE BEEN A CHEVROLET SALESMAN FOR 10 YEARS AND
ASSOCIATED WITH CONE BROS ANAHEIM SINCE MARCH 1 1967.
I HAVE LOST SEVERAL NEW CAR SALES TO THESE DISCOUNT
HOUSES IN THE PAST FEW MONTHS BECAUSE THEY GAVE AWAY
LARGER DISCOUNTS PLUS NO SERVICE DEPARTMENTS NO
DEMONSTRATIONS, AND NO REPUTATION TO UPHOLD. LETS
DO SOMETHING ABOUT THIS

KENNETH R FIELD

[fol. 1235] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 28

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams is Standard Time at point of origin. Time of receipt is Standard Time at point of destination

849P EST NOV 22 60 DEA480 OB647
O ANA244 NL PD ANAHEIM CALIF 22

JACK GORDON

GENERAL MOTORS CORP GENERAL MOTORS BUILDING DET

MR GORDON: I HAVE BEEN AFFILIATED WITH CONE BROS CHEVROLET FOR TWENTY YEARS AND AM A LICENSED SALESMAN IN THE STATE OF CALIFORNIA. WE HAVE BEEN SURROUNDED BY DISCOUNT HOUSES WHO OBTAIN AND SELL CHEVROLETS. OUR DEALER CANNOT MEET THESE DISCOUNTS AND STAY IN BUSINESS NOR CAN I PLEASE DO SOMETHING VERY RESPECTFULLY YOURS

W K BANKS 316 NO WEST ST SALESMAN ANAHEIM CALIF

[fol. 1236] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 29

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

1021P EST NOV 22 60 DEA546 OB726
O-FNA218 NL PD FULLERTON CALIF 22

JACK GORDON PRES GM CORP
GM BLDG DET

I HAVE BEEN ASSOCIATED WITH THE SAME CHEVROLET
DEALERSHIP FOR TWENTY YEARS. THE SEVEN DISCOUNT
HOUSES IN OUR TERRITORY HAVE HURT MY DEALERS BUSI-
NESS, MY INCOME, AND MANY OF MY ASSOCIATIONS WITH
FORMER OWNERS. CAN YOU ADVISE ME WHAT CAN BE DONE.
MY CALIF SALESMAN LICENSE IS VSL 9944

RAY BERNEY 536 PRINCETON CIRCLE WEST FULLERTON CALIF
VSL 9944 536.

[fol. 1237] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 30

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

1000P EST NOV 22 60 DEA529 OB703
O FNA212 NL PD FULLERTON CALIF 22

JACK GORDON PRES GM CORP
GM BLDG DET

HAVING BEEN ASSOCIATED WITH CHEVROLET SALES AND
DEALER QUALITY PROGRAM FOR OVER 28 YEARS I BELIEVE
THE DISCOUNT HOUSE PROBLEM IN OUR AREA SHOULD BE
BROUGHT TO YOUR DIRECT ATTENTION. IN OUR AREA WE
HAVE SEVEN DISCOUNT HOUSES WITHIN SEVEN MILES FROM
OUR DEALERSHIP. THEY ARE BEING SUPPLIED FROM SOME-
WHERE AND THEIR SELLING METHODS SERIOUSLY ARE DETRI-
MENTAL TO THE QUALITY DEALER PROGRAM YOU AND WE
HAVE STRIVED SO HARD TO MAINTAIN. THEY HANDLE ALL
MAKES OF GM CARS. THEIR PROGRAM MATERIALLY AFFECTS
PROFITS AND REPUTATION THAT WE HAVE TRIED SO HARD
TO MAINTAIN THESE MANY YEARS

LEO H KLUTHE 873 EL DORADO FULLERTON CALIF

[fol. 1238] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 31

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

906P EST NOV 22 60 DEA491 OA643
O ANA241 NL PD
ANAHEIM CALIF 22

JACK GORDON
PRESIDENT GENERAL MOTORS CORP GENERAL MOTORS
BUILDING DET

DEAR MR GORDON: NEVER IN MY FIFTEEN YEARS OF AUTO-
MOBILE SELLING HAVE I EXPERIENCED SUCH ONE SIDED
COMPETITION AS WE HAVE TODAY, NAMELY FROM THE DIS-
COUNT STORES THAT HAVE POPPED UP THROUGHOUT SOUTH-
ERN CALIF ARE THEY HERE TO STAY OR IS THERE ANYTHING
THAT YOU, AS PRES OF GENERAL MOTORS CORP CAN DO TO
CONTROL THEIR SOURCE OF SUPPLY. THANK YOU

R W HUGHES CONE BROS CHEV 215 N LOS ANGELES ST
ANAHEIM CALIF.

[fol. 1239] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 32

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

908 EST NOV 22 60 DEA492 OA644
O ANA243 NL PD ANAHEIM CALIF 22

MR JACK GORDON

PRESIDENT GENERAL MOTORS CORP GENERAL MOTORS
BUILDING DET

DEAR MR. GORDON: MANY DISCOUNT HOUSES ARE SELLING
NEW CHEVROLETS IN ORANGE COUNTY, CALIF AT PRICES
BELOW OUR DEALERS SURVIVAL POINT. AS A SALESMAN IN
THIS AREA 20 YEARS AND WITH THE CONE ORGANIZATION 3
YEARS, I FEEL THAT SOMETHING SHOULD BE DONE ABOUT
THIS AT THE FACTORY LEVEL

HAL BEEBE 12942 9TH ST GARDEN GROVE CALIF.

[fol. 1240] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 33

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

916P EST NOV 22 60 DEA497 OA649
O ANA248 NL PD ANAHEIM CALIF 22

JACK GORDON PRESIDENT
GENERAL MOTORS CORP GENERAL MOTORS BUILDING DET

DEAR SIR

I AM A CHEVROLET SALESMAN WITH CONE BROS CHEV IN
ANAHEIM THERE HAS BEEN AN INFLUX OF DISCOUNT HOUSES
IN OUR AREA LATELY. THESE PEOPLE ARE ABLE TO GET NEW
CHEVROLETS AND OTHER MAKES OF CARS AND ARE OFFERING
PRICES BELOW OUR DEALERS ABILITY TO MEET. IF WE COULD
DRY UP THE DISCOUNT HOUSES SOURCE OF SUPPLY IT WOULD
BENEFIT ALL CONCERNED. CAN YOU HELP? YOURS

AL PHILLIPS 13871 LAURINDA WAY SANTA ANA CALIF.

[fol. 1241] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 34

WESTERN UNION

TELEGRAM

W. P. Marshall, President

The filing time shown in the date line on domestic telegrams
is Standard Time at point of origin. Time of receipt is
Standard Time at point of destination

911P EST NOV 22 60 DEA493 OA646
O ANA245 NL PD ANAHEIM CALIF 22

JOHN F GORDON
PRESIDENT

GENERAL MOTORS CORP GENERAL MOTORS BLDG DET

DEAR MR GORDON:

FOR 23 YEARS I HAVE SOLD CHEVROLET CARS AND TRUCKS
AT CONE BROS CHEV., ANAHEIM. NOW I HAVE ONE BIG COM-
PLAINT, NAMELY DISCOUNT HOUSES DISTRIBUTING NEW
CHEVROLETS. THIS VICIOUS METHOD OF NEW CARS BEING
MERCHANDISED THIS WAY IS QUICKLY RUINING "CREATIVE
SELLING" AMONG LEGITIMATE CHEVROLET SALESMEN AND
DEALERS IN CALIF

[fol. 1242] HARSEL V SNYDER 215 NORTH LOS ANGELES ANAHEIM
CALIF.

[fol. 1243] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 35

November 23, 1960.

Mr. John Gordon, President
General Motors Corporation
General Motors Building
Detroit 2, Michigan

Dear Mr. Gordon,

I am writing this letter to acquaint you with a condition which I consider to be the greatest threat to the franchise system of operation that I have experienced in my thirty-one years as a Chevrolet Dealer.

There are many "discount houses" in our area retailing Chevrolets that are being furnished by a few dealers in the Metropolitan area. These dealers can be easily identified. The cars are sold for a few dollars over cost and are not properly preconditioned which as far as our public relations are concerned puts the whole Chevrolet family in a bad light.

This has a very deteriorating effect on the morale as well as the earnings of our career sales people. If some way is not found to correct this situation we are likely to lose many of them.

I sincerely request that an all out effort be made to preserve the franchise system.

Yours very truly, Cone Chevrolet Company, C. D.
Cone, President.

CDC/j

Copies to: E. N. Cole, Gene Staley, R. M. O'Connor.

Received Nov. 28, 1960, Sales Section.

[fol. 1244] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 36

CONE CHEVROLET Co.
320 South Harbor Boulevard—Lambert 5-2311
Fullerton, California

1960, Nov. 25, p.m., 3.50, Office of General Manager

November 23, 1960.

Mr. E. N. Cole, General Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Cole,

I am writing this letter to acquaint you with a condition which I consider to be the greatest threat to the franchise system of operation that I have experienced in my thirty-one years as a Chevrolet Dealer.

There are many "discount houses" in our area retailing Chevrolets that are being furnished by a few dealers in the Metropolitan area. These dealers can be easily identified. The cars are sold for a few dollars over cost and are not properly preconditioned which as far as our public relations are concerned puts the whole Chevrolet family in a bad light.

This has a very deteriorating effect on the morale as well as the earnings of our career sales people. If some way is not found to correct this situation we are likely to lose many of them.

I sincerely request that an all out effort be made to preserve the franchise system.

Yours very truly, Cone Chevrolet Company, C. D.
Cone, President.

CDC/j

Copies to: John Gordon, Gene Staley, R. M. O'Connor.

[fol. 1245] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 37

CONE CHEVROLET CO.
320 South Harbor Boulevard—Lambert 5-2311
Fullerton, California

November 23, 1960.

Mr. Gene Staley, General Sales Manager
Chevrolet Motor Division
General Motor Building
Detroit 2, Michigan

Dear Mr. Staley,

I am writing this letter to acquaint you with a condition which I consider to be the greatest threat to the franchise system of operation that I have experienced in my thirty-one years as a Chevrolet Dealer.

There are many "discount houses" in our area retailing Chevrolets that are being furnished by a few dealers in the Metropolitan area. These dealers can be easily identified. The cars are sold for a few dollars over cost and are not properly preconditioned which as far as our public relations are concerned puts the whole Chevrolet family in a bad light.

This has a very deteriorating effect on the morale as well as the earnings of our career sales people. If some way is not found to correct this situation we are likely to lose many of them.

I sincerely request that an all out effort be made to preserve the franchise system.

Yours very truly, Cone Chevrolet Company, C. D.
Cone, President.

CDC/j

Copies to: John Gordon, E. N. Cole, R. M. O'Connor.

Same letter, not copy, sent to Mr. Gordon.

[fol. 1246] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 38

Received November 25, 1960

CONE CHEVROLET Co.
320 South Harbor Boulevard—LAmbert 5-2311
Fullerton, California

November 23, 1960.

Mr. R. M. O'Connor, Zone Manager
Chevrolet Motor Division
3325 Wilshire Blvd.
Los Angeles, California

Dear Mr. O'Connor,

I am writing this letter to acquaint you with a condition which I consider to be the greatest threat to the franchise system of operation that I have experienced in my thirty-one years as a Chevrolet Dealer.

There are many "discount houses" in our area retailing Chevrolets that are being furnished by a few dealers in the Metropolitan area. These dealers can be easily identified. The cars are sold for a few dollars over cost and are not properly preconditioned which as far as our public relations are concerned puts the whole Chevrolet family in a bad light.

This is a very deteriorating effect on the morale as well as the earnings of our career sales people. If some way is not found to correct this situation we are likely to lose many of them.

I sincerely request that an all out effort be made to preserve the franchise system.

Yours very truly, Cone Chevrolet Company, C. D.
Cone, President.

CDC/j

Copies to: John Gordon, E. N. Cole, Gene Staley.

[fol. 1247] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 39

CONE BROTHERS CHEVROLET
Service after the Sale

Telephone Keystone 5-1143—215 North Los Angeles Street
Anaheim, California

Nov. 23, 1960.

Mr. E. N. Cole,
Chevrolet Motor Division,
General Motors Building,
Detroit, Mich.

Dear Sir:

In the last few months a great number of discount houses have sprung up in this area. They have been supplied with cars at wholesale by dealers out of this area. Needless to say, if our franchise plan is to work, we cannot have this.

We have tried for many years to run a quality Dealership, with Quality Salesmen representing Chevrolet as well as ourselves in this community. With this unfair competition of discount houses, the earnings of our salesmen has been seriously threatened, and their morals lowered considerably.

Also, many buyers from these discount houses have come to this dealership for free work, due to lack of pre-delivery service, thereby placing Chevrolet Motor Division and Cone Bros. in a very difficult position.

Hoping that you will be able to control this before we lose our salesmen, and before the public loses confidence in our Chevrolet Warranty, we are

Yours very truly, by E. M. Cone

EMC/cm

cc: Mr. O'Connor

[fol. 1248] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 40

WESTERN UNION TELEGRAM

1245A Est Nov 23 60 Dec011 OB006
O FNA 631 NL PD Fullerton Calif 22

Jack Gordon, Pres G M Corp
G M Bldg Det

Subject discount houses. As a new car legion of leader salesman license VSL 99359 something must be done on fair practice in our business. We work long hours to make a fair living in a respectable new car agency and then have deals taken away from us by discount houses selling cars just over cost with no facilities to take care of customers. If this continues top salesmen in the automotive business will be changing to another type of business. R S V P

Charles P Robinson 17835 Anna Marie Road,
Yorba Linda Calif.

[fol. 1249] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 41

WESTERN UNION TELEGRAM

1239A EST Nov 23 60 DEA032 OB005
O FNA230 NL ND Fullerton Calif 22

Jack Gordon, Pres G M Corp G M Bldg Det

The combined interests of the General Motors Corp Chevrolet Motor Division, the franchised Chevrolet dealer, the buying public, and myself as a licensed Chevrolet salesman are being seriously undermined by the bootlegging practices of a few dealers through discount houses into our area, the seriousness of this bootlegging situation has reached such critical proportion that I felt that you would appreciate it being brought to your attention. The solution to this problem will have a direct bearing on my ability to survive as a Chevrolet salesman. Any encouragement you might feel free to offer would certainly be appreciated.

Carroll Cone, name of operator Cone Chev Co.
Carroll D. Cone, Jr licensed Chev salesman
1213 E Central Avenue Fullerton Calif

[fol. 1250] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 42

Inter-Organization Letters Only

Received November 25, 1960 Sales Section

To: Mr. H. E. Crawford, 13-142

From: L. N. Mays, A-266

Subject: Operation of Discount Houses—Los Angeles Zone

November 25, 1960.

Dear Mr. Crawford:

Attached you will find the complete file received this morning from Mr. O'Connor of Los Angeles in connection with the activities of discount houses in the Los Angeles area in the selling of new cars. I think you will find this to be quite a complete report on the situation.

It will be noted on the 3rd page of Mr. O'Connor's letter that they are endeavoring to secure a transcript of the case brought by the California Department of Motor Vehicles against the Union Store, a discount house. We understand that it was ruled, there was no purpose in this case ever going to trial.

Mr. O'Connor advised me by telephone that he is also hopeful of getting a tape recording of an actual transaction being worked out with a customer on a new car purchase in one of these discount houses. He said if he is able to obtain this tape he will forward it immediately.

We shall promptly forward any additional information we are able to secure on the subject and are most anxious to learn the Corporation's opinion as to what position Chevrolet might take to meet this new dangerous competitive development.

Yours very truly, L. N. Mays, Assistant Sales
Manager

LNM/be

Attachments

[fol. 1251] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 43

Received November 30, 1960, J. M. ROCHE

November 25, 1960.

Mr. J. F. Gordon, President
General Motors Corporation
General Motors Building
Detroit, Michigan

Dear Sir:

The undersigned has been employed as a salesman for authorized Chevrolet dealers for the past five years, and in each of those years achieved membership in the 100 Car Club.

During the last year my income was disproportionately reduced although my efforts and number of contacts with potential consumers did not appear to vary from previous years. It has been brought to my attention and an investigation has revealed that several discount or wholesale houses in this area are making available for their memberships new General Motors automobiles at prices much below those which an authorized and franchised General Motors automobile dealer may retail to consumers when taking into consideration the large capital investment a franchised dealer must make, the service he must render to purchasers and reasonable compensation allowed for the efforts of a salesman.

It should be noted that the membership in wholesale and discount houses is generally limited to union members, city, state and federal employees and members of the Armed Forces.

It would seem readily apparent that the greatest incident of increased costs of automobile manufacturing is the labor factor, brought about by large industry wide unions. Continued wage increases cause a normal upward spiral which reflects itself throughout our economy.

Elementary economics would indicate that automobile manufacturers, along with other retail manufacturers, apparently are only aware of the short term consequences of making their products available to membership discount

and wholesale houses. Simply, it boils down to the fact that you are cheating the American public by giving in to union demands for increased wages and then cutting your throat and my throat by giving these same union members better "deals" for the consumption of your product. This method of doing business will, over an extended period, severely reduce your authorized franchises due to curtailment or reduction of profit-investment ratios. Your direct contact with the consumer, and a prime factor in consumer satisfaction, is your authorized dealer.

[fol. 1252] If this is to be your continued attitude, I shall in the near future, along with other salesmen, be forced to obtain other employment.

Your immediate consideration to this grave problem facing your salesmen and dealership will be greatly appreciated.

Very truly yours, E. L. Lindemann, Salesman, Harbor Chevrolet, Long Beach, California.

[fol. 1253] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 44

November 25, 1960.

Mr. E. N. Cole, General Manager
Chevrolet Motor Division
General Motors Building
Detroit, Michigan

Dear Sir:

The undersigned has been employed as a salesman for authorized Chevrolet dealers for the past five years, and in each of those years achieved membership in the 100 Car Club.

During the last year my income was disproportionately reduced although my efforts and number of contacts with potential consumers did not appear to vary from previous years. It has been brought to my attention and an investigation has revealed that several discount or wholesale houses in this area are making available for their membership new General Motors automobiles at prices much below those which an authorized and franchised General Motors automobile dealer may retail to consumers when taking into consideration the large capital investment a franchised dealer must make, the service he must render to purchasers and reasonable compensation allowed for the efforts of a salesman.

It should be noted that the membership in wholesale and discount houses is generally limited to union members, city, state and federal employees and members of the Armed Forces.

It would seem readily apparent that the greatest incident of increased costs of automobile manufacturing is the labor factor, brought about by large industry wide unions. Continued wage increases cause a normal upward spiral which reflects itself throughout our economy.

Elementary economics would indicate that automobile manufacturers, along with other retail manufacturers, apparently are only aware of the short term consequences of making their products available to membership discount and wholesale houses. Simply, it boils down to the fact that you are cheating the American public by giving in to union

demands for increased wages and then cutting your throat and my throat by giving these same union members better "deals" for the consumption of your product. This method of doing business will, over an extended period, severely reduce your authorized franchises due to curtailment or reduction of profit-investment ratios. Your direct contact with the consumer, and a prime factor in consumer satisfaction, is your authorized dealer.

[fol. 1254] If this is to be your continued attitude, I shall in the near future, along with other salesmen, be forced to obtain other employment.

Your immediate consideration to this grave problem facing your salesmen and dealerships will be greatly appreciated.

Very truly yours, E. L. Lindemann, Salesman, Harbor Chevrolet, Long Beach, California

[fol. 1255] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 46

ROBERT A. ERSKINE
CHEVROLET

363 East Holt Avenue, Pomona, California NA. 2-1136
Mr. K. E. Staley

Some more discount house letters

E. N. Cole
11/25/60.

Dear Mr. Cole:

We respectfully beseech you to help us eliminate this cancer.

Sincerely, Bob Erskine.

Sincerely, Bob Erskine.

Autos in Discount Houses Irk Calif. Dealer Official

Los Angeles.—A warning about discount stores which offer new cars at "the lowest price anywhere" was sounded last week by N. L. McLaughlin, executive secretary, Long Beach Motor Car Dealers Assn.

He said the discount stores are prevalent in Southern California and added: "If this idea of merchandising spreads, it may well destroy the present franchise system."

According to McLaughlin, "the so-called volume dealers are supplying these cars for a few dollars above invoice cost. They figure this is plus business, since they place the cars outside their own territory."

An example of the discount-house approach is an ad from the Los Angeles *Times* which announced "Gemco's 1st Annual Auto Show."

The ad continued: "First time anywhere! See all the new '61s at Gemco and have the exclusive advantage of selecting your '61 at the lowest price anywhere."

Among the cars pictured in the advertisement was a '61 Lincoln Continental four-door sedan. The ad was dated Nov. 10. The dealer introduction of the Lincoln Continental was Nov. 17.

The public was invited to the auto show, but the ad specified that "you must be a member of Gemco" to be able to purchase any of the cars on display.

Gemco memberships were available for \$1. A membership coupon was included in the ad.

Other inducements mentioned in the ad were "5½ percent financing available on 36-month contracts," "we guarantee servicing on any new car purchased on Gemco" and "trade-ins appraised immediately on the spot."

The ad also advised: "Remember . . . Gemco is in the new-car business. Any new car may be purchased during the show or any other time during the year . . . always at the same low price."

[fol. 1256] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 48

Received November 30, 1960 J. M. ROCHE

Mr. J. F. Gordon
President
General Motors Corp.

Dear Mr. Gordon:

You no doubt have heard from this area regarding the discount house that sells new Chevrolets.

There are now, in this locality, more of these houses than authorized Chevrolet dealers. This communication is to add my urgent appeal for some immediate action.

How can I pay a salesman a decent commission when two blocks away new Chevrolet cars and trucks are being advertised and delivered at 5% over invoice.

These buyers are coming into our service department in an ever increasing flood—asking for paint touch up—engine idle adjustments, etc. They have been told that regardless of where they buy their car it will be taken care of by any dealer. The number of these cars makes it impossible for us to do the policy adjustment work necessary to keep these people happy. I think you are aware that the average dealer goes to great lengths and expense for his own owners on non warrenty work.

We do not like the factories "hands tied" policy. If Ford and Chrysler are willing to take steps to contain this thing, why does General Motors not take its rightful place as leader to protect this valuable market.

With Kiplinger and others educating the public to buy "wholesale" and publishing dealer costs, advertising will not answer. We need the source dried up.

Hoping for some immediate action I remain

Yours, James Seidlitz (Harbor Chevrolet).

[fol. 1257] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 49

11/26/60.

Mr. E. N. Cole
General Manager
Chevrolet Motor Division
General Motors Corporation

Dear Mr. Cole:

Southern California has a situation that is causing great concern among Chevrolet retail salesmen, management and dealers, and should be given immediate attention by the factory.

We now have, in this area, more unfranchised discount houses selling new Chevrolet's than dealers. To thumbnail it, a used car dealer rents a booth in a discount house, makes a volume deal for new cars from an out of the area dealer, telling that dealer he will never see the cars again, and advertizes new cars of any make at 5% over invoice. A report of sale and warrenty book is supplied by the original dealer. With only a \$200 per month booth rental overhead, this person is rough competition.

This is hurting the value of a Chevrolet franchise. Who wants a dealership in an area where legitimate profit is cut up by nonsubstantial shade tree operators.

We do not wish to become a distributor. We wish to stay retailing. We do not like the factorie's "Hands Tied" policy.

We are faced with an ever increasing flood of discount house buyers in our service department, asking for paint touch up, engine idle adjustments, etc. You must be aware that the time and paper work make minor warranty jobs costly to the dealer. We are willing to go to great lengths of policy adjustment for our own buyers but cannot afford the time or money for these others. They are too many.

With Kiplinger and others educating the public that it is smart to buy "wholesale" and publishing dealer costs, we do not feel that advertising will answer. We think you will have to take an interest in drying up the source of supply.

Ford and Chrysler have indicated they will do what they

can to contain this thing but my feeling is that Chevrolet should take it's rightful place as leader to protect this most valuable market.

Last but not least I must admit I am being personally hurt right smack in the hip pocket.

Hoping for some action I remain

Yours, James Seidlitz (Harbor Chevrolet).

[fol. 1258] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 50

November 27, 1960.

Mr. E. N. Cole
General Manager
Chevrolet Division, General Motors Corp.
Detroit, Mich.

Dear Mr. Cole:

As a "100 Car Club" Chevrolet salesman for the past five years, may I respectfully protest the present mushrooming practice of so-called discount houses in this area being privileged to sell new automobiles in competition with legitimate franchised new car dealerships.

Regrettably, as I see it, if this situation is allowed to continue, the result may well entail the loss of many top salesmen to the automobile business as well as a very serious threat to the stability of the sound dealer who must oppose this unethical and unfair type of competition and selling.

Obviously, the franchised automobile dealer is solely dependent on the sale of automobiles for his profit, while "discount houses," (huge department stores, actually), sell and carry thousands of items from which a profit is derived from all, and therefore can sell an automobile at a much lesser price than can the legitimate franchised dealer, since these outlets have no investment whatsoever in their setup to sell cars.

If automobile dealers also sold lawn mowers, furniture, clothing, etc., there could be no objections to these "discount" department stores selling automobiles, but since they do not, it seems only just and proper that steps be taken to eliminate the sale of new automobiles through any source other than the franchised automobile dealer.

Please accept my sincere thanks for any consideration you deem this plea warrants.

Sincerely, Blane Peart.

cc: Mr. J. F. Gordon; Mr. K. E. Staley.

[fol. 1259] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 52

11-27-60.

Mr. K. E. Staley
General Sales Manager
Chevrolet Motor Division
General Motors Corporation

Dear Sir:

I'm writing to you in hopes that you will find time to take my problem into consideration. I am a Chevrolet salesman in Long Beach, California. I am 24 years old, and have decided to make the car industry my profession.

Sir, my problem is this: "*Local Discount Houses.*" These establishments are selling new Chevrolets, sold to them by certain Chevrolet (Dealers?) at tremendous discounts. If this is allowed to continue, it will surely jeopardize my job and future. It seems that to compete with these "Discount Stores," we have to give all the gross profit away, and therefore can't make a just profit for the dealer or salesman. I wish that you would, if it's at all possible, take some means of stopping this crisis. Chrysler and Ford Motor Companies are busy working on this problem at the time. I and think that being the leaders the the automobile industry that we should, you and I, get busy and put a stop to the certain Dealers furnishing those so called "*Stores*" with new Chevrolets to sell.

If anything can be done on this matter, I would sincerely appreciate your immediate attention to this problem.

With best regards, Daniel R. McGowan, Salesman,
Harbor Chevrolet Corp., Long Beach, California.

[fc' 1260]

HARBOR CHEVROLET
Sales and Service
Chevrolet Corvair
3770 Cherry Avenue
Long Beach 7, California

[STAMP]

Mr. K. E. Staley
General Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit, Michigan

[ENVELOPE]

Air Mail

681

[fol. 1261] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 53

11-27-60.

Mr. E. N. Cole
General Manager
Chevrolet Motor Division

Dear Sir:

I'm writing to you in hopes that you will find time to take my problem into consideration. I am a Chevrolet salesman in Long Beach, California. I am 24 years old and decided to choose the car business as my profession.

Sir, my problem is this: "*Local Discount Stores*." These establishments are selling new Chevrolets, sold to them by certain Chevrolet (Dealers?), at tremendous discounts. If this is allowed to continue it will surely jeopardize my job and future. It seems that to compete with these "Discount Stores" you have to give all the gross profit away, and therefore can't make a just profit for the dealer or salesman. I wish that you would, if it's at all possible, take some means of stopping this crisis. Chrysler and Ford Motor Companies are busy working on this problem. And I think being the leaders in the automobile industry that we should you and I, get busy and put a stop to the certain Dealers furnishing these so called "*Stores*" with new Chevrolets to sell.

If anything can be done on this matter I would sincerely appreciate your immediate attention to this matter!

With best regards, Daniel R. McGowan, Salesman,
Harbor Chevrolet Corp., Long Beach, California.

[fol. 1262] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 54

505 E. Broadway
Long Beach 2, Calif.

Received November 30, 1960, J. M. Roche

Nov. 27, 1960.

Mr. J. F. Gordon, Pres.
General Motors Corp.
General Motors Bldg.
Detroit, Mich.

Dear Sir:

As I am a Chevrolet salesman and work for an authorized Chevrolet dealer with a large investment and an agency for many years.

I am writing you in regard to discount houses that are delivering new Chevrolets at fabulous discount prices, cars that are coming from authorized Chevrolet dealers throughout Southern California.

I am appealing to you to have this discontinued as it is cutting down my compensation and that is what I depend on for a living. So will you please look into this matter and put an end to it, and stop it for good.

I remain

Yours very truly, Omer L. Bernard [Salesman, Harbor Chevrolet]

[fol. 1263] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 60

From the Office of
K. E. Staley

Mr. L. N. Mays

"Can we move the legal Dept. along faster on our request for appropriate letter (& positive) stand.

K E S."

[fol. 1264] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 61

From the Office of
K. E. Staley

11/28/60.

Mr. L. N. Mays:

As soon as you are in a position to give me something in regard to your check on the "discount house" activity, would appreciate it because probably this will be coming down from Gordon's Office.

K.E.S.

KES mw

[fol. 1265] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 62

Long Beach, Calif.

Received November 30, 1960, J. M. Roche

Nov. 28, 1960.

J. F. Gordon
Pres., General Motors

Dear Mr. Gordon,

Southern Calif. has a serious problem in the automobile industry. It concerns the discount houses. They are now selling new Chevrolets at \$125.00 over cost any model, any color and any options. Now, they are advertising after sales service.

People are coming in our dealership with tape figures wanting us to beat the discount house deal. Now, they are getting their cars from some of the Chevrolet dealers.

Zone average selling expense is around \$188.00. How can a dealer compete with this? How are we going to hold our salesmen when the discount house has a small floor space, no overhead, other than probably four salesmen and people lined up to buy new Chevrolets. They also give the customers new car warrantys.

There are more discount houses in our area than dealers.
[fol. 1266] What is this going to do to the Chevrolet franchise dealer?

Why not stop the dealers who are supplying the discount houses?

I have been employed with Chevrolet since 1933 and have been proud of the fact. I am very concerned over this problem.

I am quite certain it will be rectified.

Yours truly, Buck Pryor, Harbor Chevrolet.

[fol. 1267] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 65

Received December 2, 1960, Sales Section

Received December 2, 1960, J. M. Roche

Nov. 28, 1960.

Mr. Crawford

J. F. Gordon

President, General Motors Corp.

Dear Sir:

May I impose upon you for a few minutes to bring to your attention a situation that is adversely affecting the automobile business in So. Calif., namely, the "discount house." These "houses" with no overhead and no service dept. are undercutting your legitimate dealers. If this situation continues it will lead to the loss of many good salesmen and also affect the financial stability of many dealers.

The dealers themselves are unable to control this situation. I ask you, if there is any way possible, to control this situation from the factory. You have spent millions to build up your dealer organization and now because of the greed of a few they are gradually being destroyed.

Sincerely, W. E. Daley.

[fol. 1268] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 68

Long Beach, Calif.

Nov. 28th, 1960.

1708 Redondo, Apt. A

Mr. K. E. Staley
Gen. Sales Mgr.
Chev. Mtrs. Div.
Gen. Mtrs. Div.
Detroit, Mich.

Sir:

I wish to direct your personal attention to a grave loss to my own "pocketbook" as well as my dealer, Mr. Chet Hinson, Harbor Chev. Corp. as well as *any* other man in retail sales of new Chev. as well as other new cars.

I respectfully submit Mr. Hinson has a lifetime investment in Harbor Chev. and holds an *exclusive* (!) franchise to sell new Chev. cars and trucks. Yet within 5 city blocks a "Discount House" sells our cars cheaper than we can possibly sell them.

[fol. 1269] Sir, why should an organization without a franchise be able to cut our throats? We spend real money to get people in our place of business and the ups are far between now they stand in line at the discount house. Why? Price and price alone.

They cannot properly represent Chev. or give the same service to the customer of Chevrolet that you as Gen. Mgr. should demand.

Resp., Corny Cline, Chev. Salesman.

P.S. Sir: Were I you I would pull the franchise of any dealer caught selling cars to these discount houses.

CSC.

[fol. 1270] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 69

EDDIE HOPPER CHEVROLET
10511 Garden Grove Boulevard
JEfferson 4-2700—HEmlock 2-6411—MAdison 5-2963
Garden Grove, California

Dear Mr. Cole:

As my livelihood depends on new car sales I find it necessary to write this letter to you. I have been in the automobile business 3 yrs. I had planned on making a career of it, but I am being seriously discouraged by these discount houses (we have 7 in our area).

It is cutting into the number of sales I make per month (by at least half).

It is impossible to compete with these people on a price basis.

There is a way these stores can be put out of the auto-[fol. 1271] mobile business, and that is by cutting their supply of cars off at the source, namely other dealers across town who sell to them. There must be a way to prohibite this sort of thing.

It has reached serious proportions, and I am sure if you will look into the matter *now*, you will help us in this matter.

Thank you for your help.

Lillin H. Tapley, Eddie Hopper Chevrolet, Garden Grove, Calif.

[fol. 1272] International—Airport Village—Crenshaw—
Inglewood—Pico—Westwood

LEONARDS

Main Store International
12891 Harbor Blvd.
Garden Grove, Calif.
JEfferson 7-5000

4 Dr. Impala

Dear Customer:

The management recommends that you visit our automobile department. You can now make arrangements to purchase the car of your choice, at any time of the year at a substantial savings to you. Our one and only low price to you eliminates the many loop-holes, gimmicks, and pitfalls normally associated with buying a new car.

This plan provides:

- . . . Lowest rate bank financing . . .
- . . . All cars obtained locally . . .
- . . . Complete factory warranty and servicing . . .
- . . . Trade-ins accepted . . .
- . . . Low insurance rates . . .
- . . . 100% honest dealings . . .
- . . . Guidance of unbiased automobile men to assist
you in your selection of a new car . . .

The following procedure is recommended:

1. Decide on *make, model, equipment & color*.
2. Complete your shopping for the automobile, so that you have established the best price you can purchase a car on your own.
3. Be prepared to place an order.
4. Sorry, no prices by telephone.

Customers who have used this plan have effected considerable savings in money and time.

[fol. 1273] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 70

Dear Mr. Cole:

I've been selling Chevrolets for six years, and before that I sold Pontiacs. I've belonged to the "100 Car Club" for — years and have several diamond pins from Pontiac. In other words, I've made a good living for years selling with the General Motors organization. My income is now threatened by the ability of the discount houses to obtain Chevrolets from fly-by-night and near bankrupt agencies. Customers who have bought their Chevrolets from me for years are now sheepishly explaining that they "got a better deal" from a discount house. These are unserviced cars they are buying, without a dealer who wants their repeat business to give them the service they require. They are promised "service by any local Chevrolet agency" by the discount houses. The dealer and his sales force bear the brunt of the [fol. 1274] lost sales and goodwill, and General Motors is blamed because these people believe that General Motors is issuing these cars to the discount houses. That impression is given to the customer.

My income is dropping at a time when I should be earning progressively more because of my repeat sales. I lose my customers because I cannot compete in the price field on the automobile I'm offering.

Thank you, G. Spates.

[fol. 1275] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 73

K. E. Staley, General
Sales Manager.

November 28, 1960.

Dear Sir,

Just a note to let you know that the So. Calif. salesmen are getting a little sick of these *discount houses* around here.

The factory men around here don't seem to care one way or the other so maybe a note to you might create a little interest in the matter.

It is real unfair to a dealer who has a million dollar plant plus a franchise, and watch those boys tear the grosses in a new as well as used car all to hell; and then have them come to us and say Chevrolet service is rotten and their product no good.

I've been here for years and the promises that your factory men make seem to never come true. We would appreciate a little interest in the matter.

Sincerely, Phil Chauvin, Harbor Chevrolet, Long
Beach, Calif.

[fol. 1276] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 74

Chevrolet Div., G.M. Corp., December 2, 1960 AM 11:15
Office of General Manager

Mr. E. N. Cole
General Manager
Chevrolet Div.

11-28-60.

Dear Sir:

I am a salesman in the Long Beach area and I would appreciate any effort on your part in stopping your Dealers from supplying "Discount Houses" with new Chev. cars. I work on a gross profit basis and having to compete with their small margin of profit takes money out of my pocket which is of great concern to me.

I am compelled by the State of Calif. to buy a License to sell cars and feel that this type of operation is unfair to myself and dealers who do not sell to them. Hoping you will put forth every effort to stop this operation I am

Very truly yours, Ed Lundberg, Salesman, Harbor
Chevrolet, Long Beach, Calif.

[fol. 1277] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 75

Received November 30, 1960, J. M. Roche

Mr. J. F. Gordon
Pres., G.M. Corp.
G.M. Bldg.
Detroit, Michigan

Dear Sir:

I am writing you as a Chevrolet salesman about the discount houses that are selling cars at huge discounts in my area of selling. The prices they quote on cars leaves so little in the deal, that I even hate to work people that have shopped their.

Many of my old customers go there first to get their price then come to me to meet the price or beat it. The commission left in these deals are real small and does not give me a chance to make a living wage for my Family.

If something is not done to stop this type of business, many salesmen like myself with seven years of Chevrolet selling will be forced to look for other selling jobs.

Yours Truly, R. D. McGowan, 2861 Tucker Lane,
Los Alamitos, Calif.

[fol. 1278] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 76

11/28/60.

Mr. E. M. Cole
General Manager
Chevrolet Motor Division
Detroit, Mich.

Dear Sir:

I am writing to you as a Chevrolet salesman about the discount houses that are selling cars at huge discounts in my area of selling. The prices they quote on cars leaves so little in the deal, that I even hate to work people that have shopped there.

Many of my old customers go their first to get the price then come to me to beat it. The commission left in these deals are real small and do not give me a chance to make a living wage for my family.

If something is not done to stop this type of business, many salesman like myself with seven years of Chevrolet selling will be forced to go to other selling jobs.

Yours truly, R. D. McGowan, 2861 Tucker Lane,
Los Alamitos, Calif.

[fol. 1279] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 77

11/28/60.

Mr. K. E. Staley
Gen. Sales Mgr.
Chev. Motor Div.
Detroit, Mich.

Dear Sir:

I am writing you as a Chevrolet salesman about the discount houses that are selling cars at huge discounts in my area of selling. The prices they quote on cars leaves so little in the deal, that I even hate to work people that have shopped there.

Many of my old customers go there first to get the price then come to me to beat it. The commission left in these deals are real small and do not give me a chance to make a decent living for my family.

If something is not done to stop this type of business, many salesmen like myself with seven years of Chevrolet selling will be forced to look for other selling jobs.

Yours truly, R. D. McGowan, 2861 Tucker Lane, Los Alamitos, Cal.

[fol. 1280] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 78

HARBOR CHEVROLET
Sales and Service
3770 Cherry Avenue—GA. 6-3341
Long Beach 7, California

11/28/60.

Mr. K. E. Staley
Chev. Motor Div.
Gen. Motors Corp.

Dear Sir:

I am a Chevrolet salesman who is very much concerned about the discount houses. They are hurting our sales at Harbor Chev. as well as hurting my pocket book.

I would like to know if there is some thing that could be done to stop this. I have had many people stop in and ask for prices on a new Chev. & then say that they can beat my price at the discount house. This is very discouraging.

I would appreciate any action you might take toward stopping this practice.

Respectfully, Bert Beria.

[fol. 1281] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 79

Received December 2, 1960, J. M. ROCHE

N. J. FLYNN

4428 E. 6 St., Long Beach 14, Calif.

Mr. Crawford
Mr. J. F. Gordon
General Motors Corp.
Detroit, Mich.

Dear Sir:

As a Chevrolet salesman I have found the growing trend of new Chevrolet sales, through the so called discount houses to be increasing to the point where the legitimate dealer with a big investment in sales & service facilities is having considerable difficulty in competing with the confusion tactics used by these outlets. Chevrolet salesmen, in my opinion, are the highest calibre group of sales specialists in the country and when we have difficulty making a living on account of these cut price order takers I think it is time for people in authority to investigate and attempt to limit Chevrolet sales to franchised dealers. Please help to correct this situation.

Thanking you for your attention to this matter, I remain

Very truly yours, Norman J. Flynn.

[fol. 1282] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 80

Chevrolet Div., G. M. Corp., 1960, December 2, A.M. 11:15
Office of General Manager
N. J. FLYNN
4428 E 6 St., Long Beach 14, Calif.

Mr. E. N. Cole
General Motors Corp.
Detroit, Mich.

Dear Sir:

As a Chevrolet salesman I have found the growing trend of new Chevrolet sales through the so called discount houses to be increasing to the point where the legitimate dealer with a big investment in sales & service facilities is having considerable difficulty in competing with the confusion tactics used by these outlets. Chevrolet salesmen, in my opinion, are the highest calibre group of sales specialists in the country and when we have difficulty making a living on account of these cut price order takers I think it is time for people in authority to investigate and attempt to limit Chevrolet sales to franchised dealers. Please help to correct this situation.

Thanking you for your attention to this matter, I remain

Very truly yours, Norman J. Flynn.

[fol. 1283] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 83

HARBOR CHEVROLET
Sales and Service
3770 Cherry Avenue—GA. 6-3341
Long Beach 7, California

Received December 1, 1960, J. M. ROCHE

November 28, 1960.

Mr. Crawford
Mr. J. F. Gordon, President
General Motors Corporation
General Motors Bldg.
Detroit, Michigan

Re.: Sale of new Chevrolets by Non-franchised
"Discount Stores"

Dear Mr. Gordon:

You will find enclosed an advertisement from the Los Angeles Times (November 10, 1960) announcing "Gemco's 1st Annual Auto Show" and a copy of a related article in the Automotive News (November 21, 1960).

Gemco is just one of many non-franchised discount stores which are selling new Chevrolets in this area. (One such discount store is located just a few blocks from this dealership and delivers new Chevrolets at the store premises.) New Chevrolets are being supplied in large volume by a few franchised dealers in the Los Angeles Zone for distribution outside of the supplying dealers' zones of influence.

These non-franchised discount stores are using unfair and underhanded sales tactics in their dealings with the public and, if allowed to continue, will destroy the franchise system of selling new Chevrolets. Representations are being made to prospective customers that franchised dealers make an exorbitant profit on the sale of new cars. Customers are also informed that *any* franchised dealer will perform free warranty work on any new Chevrolet purchased from a discount store. In short, the discount stores are reaping most of the benefits of the franchise system

without incurring any of the responsibilities or obligations of same.

This matter was brought to the attention of Mr. R. M. O'Connor, Los Angeles Zone Manager, several months ago together with supporting evidence regarding the offending dealers and the discount stores involved. Although Mr. O'Connor was very courteous and promised to talk to the offending dealers, he had indicated that he is completely powerless and without authority to do anything about it.

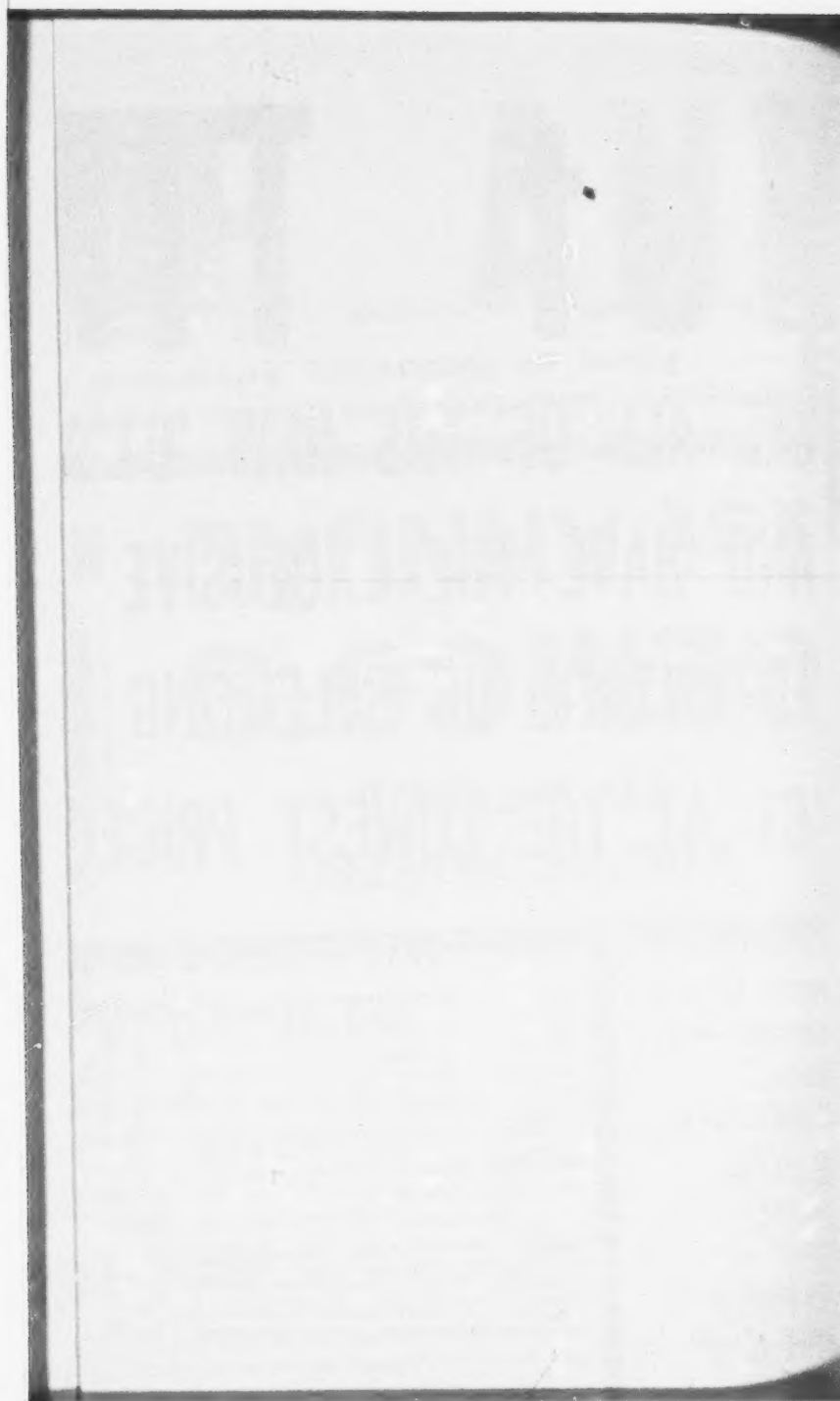
[fol. 1284] I therefore request that you take immediate action to carry out a complete investigation and restore the franchise to the dignity which made the Chevrolet selling organization the greatest in the history of automobile merchandising.

Very truly yours, Harbor Chevrolet Corporation,
G. F. Henson, President.

CFH/sh

enc.





[fol. 1286] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 85

HARBOR CHEVROLET
Sales and Service
3770 Cherry Avenue—GA. 6-3341
Long Beach 7, California

November 28, 1960.

Mr. K. E. Staley, General Sales Manager
Chevrolet Motor Division
General Motors Corporation
General Motors Bldg.
Detroit, Michigan

Re.: Sale of new Chevrolets by Non-franchised
"Discount Stores"

Dear Mr. Staley:

You will find enclosed an advertisement from the Los Angeles Times (November 10, 1960) announcing "Gemco's 1st Annual Auto Show" and a copy of a related article in the Automotive News (November 21, 1960).

Gemco is just one of many non-franchised discount stores which are selling new Chevrolets in this area. (One such discount store is located just a few blocks from this dealership and delivers new Chevrolets at the store premises.) New Chevrolets are being supplied in large volume by a few franchised dealers in the Los Angeles Zone for distribution outside of the supplying dealers' zones of influence.

These non-franchised discount stores are using unfair and underhanded sales tactics in their dealings with the public and, if allowed to continue, will destroy the franchise system of selling new Chevrolets. Representations are being made to prospective customers that franchised dealers make an exorbitant profit on the sale of new cars. Customers are also informed that *any* franchised dealer will perform free warranty work on any new Chevrolet purchased from a discount store. In short, the discount stores are reaping most of the benefits of the franchise system

without incurring any of the responsibilities or obligations of same.

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[fols. 1287-1288] I therefore request that you take immediate action to carry out a complete investigation and restore the franchise to the dignity which made the Chevrolet selling organization the greatest in the history of automobile merchandising.

Very truly yours, Harbor Chevrolet, C. F. Henson,
President.

CFH/sh

enc.





[fol. 1290] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 86

DREWER-JONES CHEVROLET

14925 Paramount Blvd.—Paramount, California

MEtcalfe 0-5861 — NEvada 6-3700

November 28, 1960.

Mr. K. E. Staley

Mr. Gordon

Mr. Cole

Mr. Staley

Chevrolet Motor Division

General Motors Bldg.

Detroit 2, Michigan

Gentlemen:

As authorized Chevrolet Dealers, the present practice of a few fellow Dealers selling Cars and Trucks to Discount Houses and Referral Companies at a ridiculously low mark up is a matter of grave concern to us.

We have always endorsed most enthusiastically General Motors program of franchising dealers and your demands made upon us as business men has established the sale and servicing of your products on the extremely high plateau that you and we have endorsed, and strive to attain and maintain through the years, but now, because of the greed, or some other equally low base desires, of a few so-called quality dealers they are jeopardizing the entire General Motors Authorized Dealer Franchising system by selling Cars and Trucks to these Discount houses and referral Companies.

Here in Southern California the Discount Houses and referral Companies are boldly advertising by TV, radio and Newspapers, (ad enclosed), that they can and will give the public big discounts on the purchase of any New Car, with complete Factory Warranty and Service and even take trades at top market value. Needless to say we and every other Dealer, with large or medium investments, as the case may be, are loosing sales to these discount houses and referral Companies, some with very low if any investments, and none with Service Departments nor Parts Inventory to

back up General Motors owner protection plan and General Motors Guardian Maintenance program.

Auto Salesmen are finding it hard to maintain high standards of morale and the enthusiasm for the authorized franchise system that they have known for so long and in some cases feel no desire to attempt to advance to the status of Dealer because of this situation.

[fol. 1291] Is there a ready solution? We feel there is! We feel that if all General Motors Dealers were instructed by the Corporation that selling Cars and Trucks to or through Discount Houses and referral Companies was against the wishes and policy of General Motors and that you wanted it stopped now, and that all angles and loopholes and devious matters of selling Cars and Trucks to or through these Companies to the buying public be stopped at once, *It would be done!*

We feel sure that the General Motors "Franchising Dealer Program" would be strengthened and saved by your immediate action.

Respectfully, Drewer-Jones Chevrolet, Glenn V.
Jones, President; Bob Drewer, Partner.

GVJ/BD:ms

encl/1

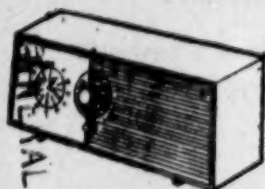
c/c to: Mr. Roy M. Cash, Regional Manager; R. M. O'Connor, Zone Manager.

P.S.—One of our top producers resigned today, to accept a Sales job with one of the large referral Companies known as the 4-A Auto Sales on Olympic Ave. in Los Angeles.



[fol. 1292]

ROCKARD BELL CLOCK RADIO



AL MOTORS

4" dyna-power speaker has moisture-proof aluminum voice coil. Self-starting, self-regulating clock.

\$13⁸⁸

5-TUBE COMPACT SIZE TABLE RADIO



Smartly designed, super het. Latest tubes and circuits. Built-in antenna. Small compact size.

REG. \$14.95

CHOICE OF COLORS

\$8⁸⁸

14 KT. SOLID GOLD WEDDING RINGS

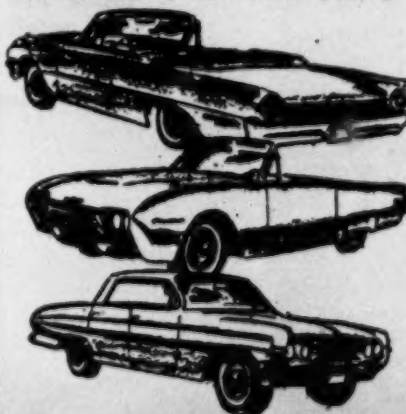
Ladies' & men's matching set. Choice of white or yellow gold.



\$6⁸⁸ Set

NEW CAR DEPT.

PICK THE ONE THAT SUITS YOU BEST!



All makes! All Models! Complete Factory Warranty & Service.

Big Discounts
Trade-Ins Accepted at Top Market Value!

INSURANCE



Integrating Plan
Stop service to save you premium dollars on

AUTO • FIRE
LIABILITY
LIFE
DISABILITY
ACCIDENT

**SEE US
AND SAVE**

**STORE HOURS
10 A.M.-9 P.M.
OPEN 7 DAYS**



**ALL FREEWAYS
LEAD TO
THE BIG A**

IS MINUTES AWAY VIA YOUR FREEWAY

THE UNIVERSITY OF CHICAGO

PHYSICS DEPARTMENT
138

THE UNIVERSITY OF CHICAGO
PHYSICS DEPARTMENT

138

[fol. 1293] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 87

Received December 2, 1960, J. M. ROCHE

[Copy Illegible]

November 28, 1960.

John F.

Mr. Jack Gordon, President
Chevrolet Motor Division
General Motors Corporation
Detroit 2, Michigan

Dear Sir:

This firm would like to go on record in protesting the sale of new Chevrolets by a few dealers, to Discount Houses in the Los Angeles area.

This practice is seriously jeopardizing the ability of Dealerships to operate on a sound profitable basis.

It is my firm conviction that, unless this practice is stopped immediately, Chevrolet Dealerships will suffer serious losses of profit, as well as competent Sales Personnel.

Very truly yours, Fred Gledhill Chevrolet, F. J.
Gledhill, President.

FJG:ai, cc: E. Cole, K. E. Staley.

[fol. 1294] IN THE UNITED STATES DISTRICT COURT

Plaintiff's Exhibit No. 90

BILL BARNETT CHEVROLET

November 28, 1960.

Atte: Mr. K. E. Staley

Mr. Ed Cole
Chevrolet Central Office
General Motors Building
Detroit, Michigan

Dear Mr. Cole:

May I call to your attention, or possibly you have already heard, of a very serious condition that exists in the Los Angeles and Orange County area here in California. I refer to the selling of New Chevrolets by 'discount houses' at retail in our area. The "discount houses," of course, buy there new cars and trucks from a few (approximately eight) Chevrolet dealers in this area. It is common knowledge and can be verified who these dealers are, but they continue to sell to these "discount houses." It seems to me and most of the other Chevrolet dealers in this area that if a dealer has so many new cars that he must dispose of them in this way, about \$50.00 over invoice, that he is being shipped too many automobiles and should be shut off by the factory. Especially when other dealers, including myself, are crying for 1961 models in this area and retail them on a legitimate basis, guaranteeing after delivery service to the customer, selling him a M.I.C. Insurance policy and a GMAC contract.

If this problem is not faced squarely by Chevrolet *and corrected* I and other dealers feel the entire Franchise system Quality Dealer Program, and Owner Relations Program are on the skids without much time remaining before a very untimely end.

May I also mention that it is very discouraging to a salesforce to lose a deal to a "discount house" because we must wait three to four weeks for delivery from the factory and the customer takes immediate delivery from "discount house A". Please find enclosed some comments of our

salesmen regarding this matter. Also enclosed are some copies of "discount house" ads.

I would be happy to cooperate in every way with Chevrolet in cleaning this very harmful situation up, but I firmly believe the only real cure must come thru the factory. As I write this letter I am looking at a sign on my desk mailed to me by you, reading "What have you done today to improve Owner Relations?" I sincerely hope this letter is a step in that direction.

Thank you, Bill Barnett

cc: Mr. K. E. Staley

AUTOMOBILE GOSSIP

WARNING!!!



It has recently been called to our attention that many Fedco members have been contacted, either by telephone or mail, by numerous automobile salesmen who represent themselves as Fedco auto referral representatives. In checking some of the purchase orders of individuals who bought cars through this ruse, we find that in most cases they have paid many, many dollars over the price available to them had they obtained a referral from any of the Fedco stores, *FRANCHISES*.

We would therefore like to suggest that before you purchase a car you check with the auto referral department for a referral to one of our approved dealers. We have an authorized representative at these agencies to assist you and save you money on the following cars:

COMPACT CARS

BUICK SPECIAL
COMET
CORVAIR
DODGE LANCER
FALCON
OLDSMOBILE F-85
PLYMOUTH VALIANT
PONTIAC TEMPEST
RAMBLER
RAMBLER AMERICAN
STUDEBAKER LARK

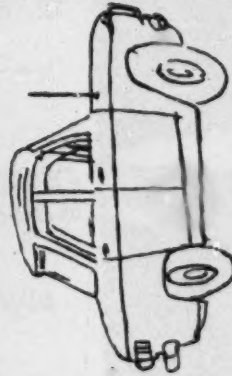
STANDARD SIZE CARS

BUICK
CHEVROLET
CHRYSLER
CORVETTE
DART
DE SOTO
FORD
DODGE
IMPERIAL
LINCOLN
CONTINENTAL
MERCURY
OLDSMOBILE
PLYMOUTH
PONTIAC
STUDEBAKER

IMPORTED CARS

BORGWARD
DATSUN
ENGLISH FORD
FIAT
HILLMAN
HUMMER
MERCEDES-BENZ
METROPOLITAN
OPEL
PEUGEOT
RENAULT
SIMCA
SINGER
SUNBEAM
ALPINE
TRIUMPH
VAUTHALL
VOLVO

ALSO LATE MODEL USED CARS



It is necessary to apply in person for a referral to one of our co-operating dealers, and your guest is also eligible to purchase a car through our system, if you will bring him into the store to apply for his referral. Your present car may be traded-in, if you so desire, and factory delivery on American-made automobiles is available at an additional savings in freight. See one of our auto referral desks soon!

GENERAL MOTORS
STUDEBAKER

[fol. 1296]

"THE BILLBOARD"

BUY . . . SELL . . . TRADE

DACHSHUND PUPPIES, standard, red, papers, A.K.C. — \$45. Phone Jackson 7-3676.

SHOTGUN 16-gauge pump Ithica Featherlite; some shells. \$75. Ph. JA 7-2123.

COFFEE TABLE and end tables Philippine mahogany. KE 5-2045.

OSTERIZER—Used four times. Receipt book included. \$10. TW 3-6342.

FRIGIDAIRE ELEC. RANGE for sale \$45. Tanor sax. \$100. Phone TA 8-6314

CAMPER'S ATTENTION — Travel-Queen Camper. Has everything. \$1000. Will include free ¾-ton Chevy truck in excellent condition. 11652 Nearing Dr. LE 9-4451.

HOUSE TRAILER for sale. Westwood 27 ft., all metal, complete with gas range, electric refrigerator & furniture. Excellent cond. Only \$450. Mon.-Fri. after 6 p.m.; Sat.-Sun. anytime. Call PR 2-0497. 2351 Coronet Ave. West Anaheim.

AMERICAN FLYER on 6 x 8 layout; many extras. For sale \$35. 30" Roll-Away bed, \$10. LA 6-1712.

SMALL GIRL'S BIKE, 14". Good cond. but needs painting. \$7.50. Kenmore automatic electr. heater, excel. condition, \$10. Call LA 2-4993.

WALLACE STERLING SERVICE for 12. Call before 3:30 p.m. LA 2-4961.

LAWN & Yard maintenance. All power equipmt. Free estimate. Call LA 1-0848

LOST Grey wallet, at Gemco, Nov. 6. Please return to Gemco desk.

LADY'S HAND-KNIT DRESS—Rose; size 18; blue, size 16. Like new. \$25 ea. Dress shoes, new, size 8½AA. \$5 pair. JE 7-6035.

RELAXICISOR. Good condition. Phone JA 7-7078.

CITROEN '57 DS-19, beautiful condit., 32,000 mi.; also Norge auto. washer 1953, \$30. PR 4-0277.

BLONDE DINING ROOM table with 3 extensions & 4 chairs. Good condition. \$40.00 or make offer! KE 3-3016.

97 PC. FUKAGAWA DINNERWARE Imported "black rose" pattern. \$48. Underwood standard typewriter, \$40. Kenmore upright vacuum & bags. \$15.

GI LOAN BAL. \$10,980 on 3 bdrm. 2-bath home for sale. Near Westminster shoppg. bank, P.O. schools. TW 3-9868

GAS RANGE — Apartment size white Hardwick for sale. Cost \$25.00 Teleph. JA 7-6001.

STOVE—\$25. Light yellow, clean. Phone JA 7-4759.

IMPALA Convert. 1960. Power brakes & steering. Other extras. Sacrifice. Priv. party. JE 4-2672.

BICYCLE BARGAINS—Two 26" boys racer bikes. One 24" boys balloon tire with basket. Each \$18.50. 7861 Hopi Rd., Stanton. TW 3-8954.

CABIN CRUISER—20 ft., not quite finished, for sale. 35 h.p. new motor (Evinrude), gas tank, controls, complete Trailer. Call Jackson 7-3011.

CHILD CARE—Under 2 yrs. 632 N. Geneva St., Anaheim. JA 7-9887.

1956 MOBIL HOME for sale. 35' long, 8' wide. Furnished. LE 9-3598 up to 11 a.m. and after 4 p.m.

G.I. RESALE 4½%. 3 bdrm. home, 2½ baths, forced air heat, built-in kitchen, w. to w. carpet, drapes, fenced yard. Anaheim. KE 3-4265.

ELECTRIC AUTOETTE for sale. First class condition. Phone LA 5-3392.

BUY YOUR '61 AT GEMCO!

If you're thinking of a new car, you owe it to yourself to investigate our exceptionally low prices on any new car you wish to purchase. We can deliver the car of your choice at the store at savings of hundreds of dollars. Unbelievable? Why don't you call or drop in and let our courteous new car representative introduce you to this new method of merchandising automobiles.

5 1/2% FINANCING AVAILABLE (36 MONTHS)
20% DOWN

GUARANTEED AFTER-SALE SERVICE

ONE SHORT PHONE CALL TO PR-2-2000 GETS YOU:

1. The exact cost of the car you wish to purchase.
2. A very close estimate of what we will give you for your car in trade.
3. Your monthly payments.

REMEMBER: Your total insurance coverage may be included in your monthly payments if you wish.



GIFT WRAPPING & X-MAS DECORATIONS

12 OUNCE CAN MAJIC SNOW
In White
Usually .98
47¢
AT GEMCO

4½ FOOT ALUMINUM X-MAS TREES
Silver, green or pink.
4.88
AT GEMCO

Imported Italian tree ornaments
Deluxe hand-painted ornaments
Nativity Sets Dwarf Pine Cones
Tinsel Christmas light and Ornaments Gift Wrapping Ribbons, etc.
16" and 18" Wreaths in White, Gold or Silver
Santa Claus Plaques
Under Tree Blankets
Spangles Tree Mats
Musical Bells and Tree Socks

FEDCO REPORTER
OFFICE BOX 2408
DOWNTOWN JEWELRY
LOS ANGELES 54, CALIF.

Bulk Rate
U.S. POSTAGE
PAID
Los Angeles,
Calif.
Permit
No. 30220

MERRY CHRISTMAS



GENERAL MOTORS

WHEN YOU SAVE ON THE NEW LOW 4½% AUTO FINANCE RATES AT FEDCO*

SAVE ON FINANCING • SAVE ON PURCHASE PRICE • SAVE ON INSURANCE COSTS
INQUIRE AT THE FINANCE-INSURANCE DESK AT YOUR FEDCO STORE — MAY WE HELP YOU?

(*Depending on down payment. Your Fedco Discount may apply on down payment.)

2

W. G. H. 1895

W. G. H. 1895

W. G. H. 1895

[fol. 1298] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 91

INTER-ORGANIZATION LETTERS ONLY

November 30, 1960.

Mr. L. N. Mays:

Here are some "discount house" letters which came up from Mr. Cole.

I sincerely believe that we must accelerate our action in this regard, with full support of the Corporation and Legal Department.

Will try to get time today to listen to the recording which you told me about last evening—and am anxious to have your letter of resume, so that I might advise Mr. Cole as to the situation.

Very truly yours, KES

KES mw

Attachs.

[fol. 1299] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 92

INTER-ORGANIZATION LETTERS ONLY

Chevrolet

November 30, 1960

Mr. L. N. Mays:

As per our discussion, we must be in a position to answer letters such as the attached concerning the "discount house" problem.

While you are attempting to get authorized letter from me to dealers, we should also draft a letter (approved by Legal) which can be in answer to specific communications such as the attached.

It is disconcerting to see that Mr. Henson states that Mr. O'Connor seems to be powerless, and without authority to do much about it, when you and I know that he has talked to dealers in this regard.

In other words, Lee, I'm talking about two letters. One to specifically answer Harbor Chevrolet and others—and two, a general letter to dealers stating our position in the matter.

This applies to all of the attached. We cannot wait much longer for the proper reply, and we need the full support of the Corporation and the Legal Department.

This threat to the franchise-system of distribution in this industry, in my opinion, is far more serious than the "boot-legging" situation we faced some few years ago. Moral suasion can only go so far. We need strong and immediate backing. We can secure that only from the Corporation, with proper guidance from the Legal Department. I'm willing to take any necessary business risks to step up to this deplorable situation, and would be remiss in my responsibility if I did not positively state that we must take such necessary business risks now.

Very truly yours, F. E. Staley

KES mw

Attachs.

[fol. 1300] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 93

MEETING HELD IN MR. H. E. CRAWFORD'S OFFICE ON
NOVEMBER 30, 1960

Attended by: Messrs. H. E. Crawford, Lee Mays, R. F. Schreitmueller, G. A. Greig, S. G. Gilliatt, E. D. Foley.

Meeting held to discuss the matter of car sales through large discount stores.

Mr. Mays pointed out that CMA (Consumers Mart of America) has 3 stores in Orange County, California, and is planning to put automobile desks in their 2 stores in Chicago and the 1 store in San Francisco.

Listened to part of a recording of conversations between a dealer, Mr. Chocran, and the Sales Manager of the automobile phase of CMA, a Mr. Myer, in which he outlines in quite some detail the method of operation. They buy the car from the dealer; register it in the name of an individual, generally a salesman of the discount house; remove the label and place the car on display either in a showroom or a suitable lot. Cars are sold at \$275 over dealer cost, with \$125 going to the dealer, \$25 to the automobile desk as rent and the balance is the salesman's commission and automobile desk profit.

Chevrolet is receiving many complaints from both dealers and salesmen by letter and telegrams, wanting to know what General Motors is going to do about this practice as it is costing them business.

Mr. Crawford requested that we obtain Dun & Bradstreet reports on all of these companies and ask them to have the information up to date—special reports if necessary—specifying that we are particularly interested in their activities with respect to the sale and offering for sale of automobiles.

Chevrolet is to select the best letters and wires as examples and with the assistance of Mr. Schreitmueller and Mr. Bridenstine, Mr. Mays will work to develop a satisfactory letter of reply explaining General Motors position. It is felt that possibly copies of that letter could then be

sent to all dealers as a matter of information since all dealers would be interested in a statement of General Motors position. It is proposed that such a letter would deal with the reasons why we are opposed to this program.

E. D. Foley

g

[fol. 1301] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 95

S & J CHEVROLET
Sales—Service—Parts
11900 East South Street—Artesia, California
Telephone: UNDERhill 5-1276

November 30, 1960.

Mr. E. N. Cole
General Manager
Chevrolet Motor Division
Detroit, Michigan

Dear Mr. Cole:

I am writing this letter to discuss a matter of the utmost importance to me, and to my brother dealer.

The problem that has arisen in Southern California is the trend towards Discount Houses. These places of business are delivering new Chevrolets and other makes of cars at \$100.00 over invoice; they have become very brazen with their advertising, and even have new cars on display. This type of competition is becoming increasingly more difficult to compete against because of their phenomenal growth. These Discount Houses have no selling expense or after-sale expense as their customers are told to take their car to their local Chevrolet Dealer.

There are only a few dealers in my immediate area who are delivering new Chevrolets to these Discount Houses; I am hoping that something can be done to stop these unscrupulous sales. My salesmen are encountering these deals more and more frequently, it is very discouraging to a salesman who is trying to make a profitable deal to be told by a customer that he can buy elsewhere for \$100.00 over invoice. At the rate Discount Houses are being built the situation will soon become critical.

I know that after you have reviewed the situation something will be done to alleviate this problem if it is at all possible.

Yours very truly, Donald J. Corrigan, President,
S. & J. Chevrolet.

[fol. 1302] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 96

December 2, 1960.

Gentlemen:

I have had people in to look at new cars, and that had intentions of buying. While in the process of making a deal the people would ask if we could match a deal the same way a discount house would.

After trying to make them understand about service etc. they still went to a discount house. Customer also said they could get just as good of service anywhere they bought the car, and beat the price. Every customer I've had, that said anything about discount houses said they could beat our deal by quite a margin, even a minimum deal.

R. M. Gilbert, Sales Rep., Bill Barnett Chevrolet.

[fol. 1303] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 97

December 2, 1960.

Gentlemen:

In the past few years discount houses have become an absolute disgrace to the Automobile Industry, especially the men who are depending on automobile sales as their livelihood.

I, as an automobile salesman have lost sale after sale to these discount houses. It is true that the low prices that are charged by these companys are almost impossible to meet at a legitimate dealership.

I believe in everyone making a substantial living, but I also believe that people should buy from a department store what a department store sells and leave the automobile sales to the automobile dealership and to the salesman.

A. P. Hofkins, Sales Rep., Bill Barnett Chevrolet.

[fol. 1304] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 98

December 2, 1960.

Gentlemen:

The other day some people named Sautter were in to look at a new parkwood wagon. They told me they were just looking at it here to make sure of what they were going to get through a discount house. The price they had was \$600.00 off of the retail list.

When I tried to explain our policy of service etc., they told me that the discount house had told them that whatever dealer they got their car from would service it as well as any other. As a result they felt they had everything to gain and nothing to lose by buying from the discount house.

Don Teague, Sales Rep., Bill Barnett Chevrolet.

[fol. 1305] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 99

December 2, 1960.

Gentlemen:

On announcement evening C.M.A. discount house discounted a 1961 Chevrolet to Mr. & Mrs. Willowby 17% off of a window price. They also promised delivery within 30 days. We could not meet the price or promise delivery within that period.

Within the past week we lost another new Chevrolet for the exact same reason. This time to Fed-Co.

Byron J. Booker, Sales Rep., Bill Barnett Chevrolet.

[fol. 1306] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 100

December 2, 1960.

Gentlemen:

Cal Stores forced us to take a \$100.00 gross profit deal on a new 1961 Chevrolet—C 2534.

This truck had lots of optional equipment on it and should have shown at least \$350.00 profit.

Mr. Maddox is an old customer of our firm and in order to protect our business we had to take the deal on this basis.

Larry Charrey, Sales Rep., Bill Barnett Chevrolet.

[fol. 1307] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 101

December 2, 1960

Gentlemen:

I've lost three prospective customers to discount houses that I know of. I feel that many of the people coming in have solid prices from these places and use them to compare our prices. To go below \$200.00 gross is not a common practice so I feel many car buyers leave our front door with a price of \$150.00 over. They do this rather than tell the salesman the price they have received from the discount house.

The Dealers must stop this supply of cars, a salesman can only hope for it. The Dealers are doing it so the Dealers must stop it, not salesman.

Stan Adams, Sales Rep., Bill Barnett Chevrolet.

[fol. 1308] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 102

December 2, 1960.

Gentlemen:

I have had several people recently that would not come to terms on a car because of Fed-Co or Cal Stores and we lost the deals because they were selling at much less than I could make the deals for.

I tried to convince them that they would not receive proper service or care on their car buying in this manner, but they were assured they would get good service.

I have called back on these people and they had bought the car at the figure quoted to them.

Casey Galvin, Sales Rep., Bill Barnett Chevrolet.

[fol. 1309] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 103

December 2, 1960.

Gentlemen:

I have lost three sales to discount houses that I know of and I believe there was about seven others that I could have put into a new car if they hadn't gone to a discount house.

I have delivered one Corvair to prospects after they had been to Fed-Co. The only reason we did put them into the car was the fact that we had the car they wanted.

Most of these people have come on the showroom floor and were definite buyers. I've given them demo rides and presented the features of the 1960 & 1961 Chevys, we got together in the closing booth and worked out a good offer or deal and they seemed to like it, but they wanted to go to the discount houses before they bought.

When I next contacted them they were in a new Chevy. Their deal was anywhere from \$50.00 to \$200.00 less than ours.

These people express their gratitude for the time I spent with them and I have been told that it was through my efforts that they decided to get a Chevy.

I believe that these discount houses are harmful to the New Car Sales because:

1. They don't sell the product.
2. There only advantage is cheap price, and when they sell cheap the customer is treated cheap.

Norm Christoffersen, Sales Rep., Bill Barnett Chevrolet.

[fol.1310] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 106

6 December 1960.

Mr. Bob O'Connor
Chevrolet Motor Division
3325 Wilshire Blvd.
Los Angeles, 5, California

Dear Bob,

As a result of our phone conversation, I had a set of pictures made as documentary evidence as to the Automobile Show, held by Gemco, November 11, 12, and 13th. A copy of their add from the Los Angeles Times is also enclosed which you no doubt already have.

If you find these pictures of any value to you, go ahead and use them. If they duplicate evidence you already have, please return them.

Yours very truly, Cone Chevrolet Co., C. D. Cone, Pres.
cdc/ewk

encl

[fol. 1311] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 107

Received December 12, 1960

December 6, 1960.

Mr. John Gordon, President
General Motors Corporation
General Motors Building
Detroit 2, Michigan

Dear Sir:

We are very much concerned over the establishing of discount houses in our area and are protesting the sale of Chevrolets by a few dealers to these discount houses.

After having served this area for over 32 years until we now have an investment of approximately three quarters of a million dollars, we now find our business threatened by such discount houses and unethical advertising.

We therefore ask your help in curbing such sales by these Chevrolet Dealers.

Sincerely yours, Harry M. Ostrom and Son, Harry
M. Ostrom, Partner, Harold L. Ostrom, Partner.

HMO:bb

c/o: Mr. F. M. Cole, General Manager, Chevrolet Division,
Mr. Gene Staley, General Sales Manager, Chevrolet Division,
Mr. R. M. O'Connor, Zone Manager, Chevrolet Division.

[fol. 1312] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 111

OWEN KEOWN CHEVROLET COMPANY
Lincoln & Washington Blvds., Venice
Phone EX 8-6243

December 6, 1960.

Discount House File

Mr. E. N. Cole, General Manager
Chevrolet Motor Division
General Motors Building
Detroit, Michigan

Dear Mr. Cole:

I have been informed that you have been advised by various dealers and your Los Angeles Zone office personnel of the serious problem created by many discount houses in this Los Angeles area.

As I see it one of the most serious results of this cancerous growth in our industry is that so many of the customers who are buying from discount houses are very unhappy with their cars because of the lack of service. The dealer who sells to a discount house retains very little gross and therefore does little or no pre-delivery service on the car.

You are aware of the caliber of the Los Angeles labor market and that our cars do not reach us in such condition that they can be delivered without pre-delivery service. The customer is always told he can take his car to any dealer for service which may be required. When the customer reaches our service department he has a long list of items that should have been corrected before the car was delivered. We do our best to explain that we would be willing to do any work on his car that would be necessary provided it was covered by Factory Warranty, but that he should take the car back to the selling dealer for free service work which is not covered by warranty. Almost always the customer is indignant because he had been told "to just take his car to any dealer and they had to give him the service."

We have had this problem of handling such customers diplomatically and not offending them for some time, but with the recent advent of so many new discount houses, all advertising new cars for sale, our difficulties have multiplied ten fold.

Your advice on how to proceed with this kind of customer will be most welcome.

Very truly yours, Owen Keown.

cc: Mr. R. J. O'Connor

[fol. 1313] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 112

SEABOARD MOTORS

Frank K. Swift—Frank K. Swift, Jr.

TERminal 2-0316

1831 South Pacific Ave.—San Pedro, California

December 7, 1960.

Mr. E. N. Cole
General Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Cole:

I realize that during the recent weeks you have received many messages from Southern California Chevrolet Dealers and Salesmen regarding the sale of new cars through "Discount Houses." However, we feel that this situation is so degrading and vicious that we would like to add our voice in a plea to help us stamp out this cancerous practice.

A discount house is a jeopardy to all facets of the automobile industry for the following reasons:

1. Demoralizes Salesmen and Dealers alike.
2. Creates confusion among buyers.
3. Provides a product distaste of the area surrounding "Service Responsibility".
4. They have no loyalty, investment, inventories and can never create customer goodwill.

We all belong to a great industry and no franchise is more sought after than Chevrolet. That is why we should not permit a few short sighted dealers to prostitute our great product which will eventually ruin our franchise system.

Mr. Cole, I am enclosing an independent publication which will show you the pulse in Southern California.

Thank you, we remain,

Respectfully yours, Frank K. Swift, Jr.

Enclosure:

FKS:mr

[fol. 1314] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 114

CHEVROLET-CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

Mr. K. E. Staley
L. N. Mays
Discount House Activities

December 12, 1960.

Dear Mr. Staley:

Per your request, attached is a *brief resume of discount house activities* in the sale of new Chevrolet products since this subject was first brought to our attention in St. Louis in August of 1958. You had indicated that you might want to forward this resume to Mr. Cole.

Approximately a week ago you received a letter dated December 2nd from a Mr. Frank Green, to which he attached a so-called "Auto Dealer Business Letter," bearing the same date, apparently published by someone in California for distribution among dealers. The latter dealt entirely with the discount house activities on the West Coast and gave perhaps the most complete story on this subject that we had seen. We, therefore, forwarded a copy of it immediately to Mr. Crawford's office, requesting a reply for your signature to this Mr. Green and, at the same time, feeling that the contents of this so-called "business letter" would be helpful in the statement of General Motors' position on this subject currently being drafted by the Sales Section and the Legal Department. Just in case you did not have the opportunity to read it, I am attaching a copy of this Auto Dealer Business Letter which, too, you might desire to send to Mr. Cole. Mr. Crawford advised me by telephone last Friday that they are hoping to have their statement on General Motors' position on discount house activities sometime this week.

Mr. Gilliatt just called me this morning to state that he had just had a call from Willmark Service System, Inc., stating that their New York office had not approved their

accepting our proposed assignment that they shop discount houses for us as had been proposed. They said that they normally preferred to deal only in contract business extending over a period of time rather than jobs of such short duration. This was quite surprising as the local Willmark manager last week had given us every assurance that they could and would like to have the job and he would be in contact with us today. It now appears that if we want to go ahead with this idea that we will have to make arrangements through either the Pinkerton or Burns agencies. We are checking now as to which of these two companies would be more apt to handle this type of assignment.

[fol. 1315] Almost daily we have been insisting on Legal Department assistance on some kind of reply letter, even if it had to be some sort of a stalling letter, to acknowledge the many letters from dealers and wires from salesmen on this subject. As late as last Friday, we were again told they believed such replies should not be made until General Motors' statement on this subject could be approved. Obviously, this is causing quite a delay in getting these replies on their way.

We will keep you advised of further developments.

Yours very truly, L. N. Mays

LNM/ec

Att.

cc: Mr. L. H. Averill, Mr. H. P. Sattler

[fol. 1316] RESUME OF DISCOUNT HOUSE ACTIVITIES
AS THEY APPLY TO CHEVROLET

This matter was first brought to Chevrolet's attention as a problem area in the St. Louis Zone as early as August 1958 when the St. Louis metropolitan dealers were complaining about the activities of G.E.M. (Government Employees Mart). At that time it was disclosed that Mr. Robert L. Wolfson, who was named in Paragraph Third and owned 25% of Feld Chevrolet Company, Maplewood, Missouri, has a sizable investment and is active in the management of G.E.M.

At that time this matter was brought to Central Office attention and Mr. Wolfson was advised that Chevrolet in no way would consider making product available for distribution through G.E.M. and that in the event he had automobiles on display and personnel located at this location, we would consider that he had established a branch location which would be in violation of his Selling Agreement.

The activities of this discount house have been observed continuously by the St. Louis Zone.

The matter was again reopened by the Sales Section of the General Motors Corporation and the General Motors Legal Staff in December 1958 at which time they reviewed Chevrolet's Central Office and Field files on this matter.

The activities of G.E.M. disclosed that basically the method of operation was a well organized and planned referral system for all makes of cars. G.E.M. works with a selected dealer with whom they have reached an agreement. The actual transaction takes place between the customer and the selected dealer with G.E.M. receiving a flat fee, part of which goes to the company and part of which goes to the operator of the automotive desk.

The G.E.M. stores are operated ostensibly for the benefit of members only. Such members qualifying on the basis that they work for some branch of the Federal, State or Local Governments or School Systems, with a membership fee normally in the amount in the area of \$2.00 to \$3.00.

It would appear that one of the real hazards of condoning this type of operation is that discounted prices are freely quoted to a large portion of the public.

The G.E.M. operation has expanded and now has branches

operating, to our knowledge, in Denver, Kansas City, Los Angeles and the Washington Metropolitan Area. These [fol. 1317] merchandising tactics have been more active in the Los Angeles Metropolitan Area. In addition to G.E.M., we are aware of six other discount houses operating with similar types of setups.

Since these merchandising methods have been expanding, it has been a disturbing influence to the normal retail activities of Chevrolet dealers and salesmen in the Los Angeles Metropolitan Area so that they have organized an activity of wires and letters to executives of Chevrolet and the General Motors Corporation.

The Chevrolet Los Angeles Zone has been making a continuing investigation of the activities of discount houses. Their investigation so far as disclosed in addition to referral type of operation that one discount house, C.M.A., is actually purchasing cars from dealers which they resell. This discount house plans to expand in the Los Angeles Area, as well as San Francisco, Phoenix and Chicago.

The activities of these discount houses have been the subject of review by Chevrolet, as well as the Sales Section and Legal Staff of the General Motors Corporation and is a very delicate matter inasmuch as it would appear at the outset there is very little legally that Chevrolet or the Corporation can do relative to referral agreements which dealers may have with certain individuals.

The C.M.A. method of operation is very comparable to the usual bootleg activities. The difficulty in coping with both of these situations is ascertaining how many cars a particular dealer is channelling through these outlets since on the referral basis the ultimate deal is made between the customer and the dealer and on the direct purchases and resale by the discount houses, the cars are apparently sold and registered to an employe or an associate of people connected with the discount house operation.

Chevrolet's current plans on this matter because of the seriousness of it in the Los Angeles Zone which prompted the many letters from dealers and salesmen is to formulate a reply to the dealers and salesmen that we have the matter under consideration, giving very serious thought to the matter and hope to be able to furnish them with more definite information at a future date.

It should be noted this activity is a national problem and we are concerned because of the expansion of the activity.

So that Chevrolet will have more definite facts on which to base any opinions or policies, it is proposed and arrangements [fol. 1318] are being made that the services of an outside investigating agency be engaged to make a shopping survey of some of the typical discount houses, carrying through if necessary to the purchase of an automobile from them.

S. G. Gilliatt.

SGG :bjm

12/7/60

[fol. 1319] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 115

GENERAL MOTORS CORPORATION
Detroit 2, Michigan

December 15, 1960.

Handwritten Note

Discussed with Averill 12/19 who is handling with field.

K.E.S.

U.S. Car Division

General Sales Managers

This has reference to the activities of discount houses in Southern California who engage in the sale of new cars. You are also familiar with the letters and telegrams which have been received from GM dealers and salesmen regarding this activity, addressed to Mr. Gordon as well as to Divisional executives.

Attached is a copy of reply over Mr. Roche's signature that is going forward today to each of the dealers who has written to Mr. Gordon.

A large number of retail salesmen have also sent letters or wires to Mr. Gordon. We are attaching a list of all of the senders of the letters and telegrams received from your dealers or retail salesmen, where such individuals can be identified from their wire or letter.

We would like especially to call your attention to the following paragraph from Mr. Roche's letter:

"The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house under the provisions of their General Motors Dealer Selling Agreement."

In accordance with this paragraph, will you please arrange to have the Zone Manager of your Los Angeles Zone contact each of his dealers in the Los Angeles area to discuss the subject matter of this paragraph. We feel that these contacts will also serve as a reply, to the salesmen of those dealers who have not written Mr. Gordon.

I shall discuss this matter in greater detail with you after you have had an opportunity to review the attached.

H. E. Crawford.

g

Attach.

[fol. 1320] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT NO. 116

GENERAL MOTORS CORPORATION
Detroit 2, Michigan

December 15, 1960.

U.S. Car Division

Discussed with Murray, Averill, Kennard Hudgins, Feely.

[Handwritten in Right-Hand Corner.]

General Sales Managers

This has reference to the activities of discount houses in Southern California who engage in the sale of new cars. You are also familiar with the letters and telegrams which have been received from GM dealers and salesmen regarding this activity, addressed to Mr. Gordon as well as to Divisional executives.

Attached is a copy of reply over Mr. Roche's signature that is going forward today to each of the dealers who has written to Mr. Gordon.

A large number of retail salesmen have also sent letters or wires to Mr. Gordon. We are attaching a list of all of the senders of the letters and telegrams received from your dealers or retail salesmen, where such individuals can be identified from their wire or letter.

We would like especially to call your attention to the following paragraph from Mr. Roche's letter:

The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house

under the provisions of their General Motors Dealer Selling Agreement.

In accordance with this paragraph, will you please arrange to have the Zone Manager of your Los Angeles Zone contact each of his dealers in the Los Angeles area to discuss the subject matter of this paragraph. We feel that these contacts will also serve as a reply, to the salesmen of those dealers who have not written Mr. Gordon.

I shall discuss this matter in greater detail with you after you have had an opportunity to review the attached.

H. E. Crawford.

g

Attach.

[fol. 1321]

December 15, 1960.

Mr. C. F. Henson, President
Harbor Chevrolet Corporation
3770 Cherry Avenue
Long Beach 7, California

Dear Mr. Henson:

This will acknowledge receipt of your letter of November 28, 1960, addressed to Mr. John F. Gordon, President, General Motors Corporation, referring to the increasing number of membership discount outlets in your area of sales and service responsibility offering new General Motors cars for sale to members and their friends. As you are no doubt aware, the Car Divisions of the Corporation have received similar letters and telegrams from a number of their dealers and employes of such dealership in different sections of the country.

The substance of these communications while varying in content, implies that General Motors Corporation as a manufacturer is either not aware of these practices or, that knowing about the situation refuses to recognize such practices as "unfair competition" to enfranchised dealers, as well as an unsound method for potential customers to invest in new General Motors products. Some have even suggested that General Motors condones these practices as a means of obtaining additional sales.

All these implications are entirely unwarranted, and reflect a lack of understanding by some of the General Motors Quality Dealer Program and the continuity of our efforts to implement the Program.

General Motors Corporation does not and has not sold its new passenger cars and trucks for resale to any outlets other than authorized General Motors dealers. Frankly, I believe every General Motors dealer knows this, but it appears that some of their employes may not be quite as well informed.

The reported recent expansion of the activities of so-called membership discount houses into the field of motor vehicle retail sales has been brought to our attention by members of our wholesale organizations of the Car and Truck Divisions.

[fol. 1322] Inquiries have been made, and we are advised

that these discount outlets either (1) purchase their General Motors motor vehicles from General Motors dealers for resale to members and their friends, or (2) by prearrangement with some General Motors dealers, they are in a position to make a deal with a customer for a price and then refer the customer to the General Motors dealer for delivery of the vehicle at the price established by the discount house. In the latter event, the delivering General Motors dealer reportedly pays a substantial portion of the gross profit realized on the deal to the discount establishment for division among the operator of the discount house, the operator of the automobile concession, and the automobile salesman.

Where the motor vehicles are purchased from a General Motors dealer and resold as new-used cars, the transaction is nothing more than what has generally become to be recognized in the trade as a "bootleg" sale. On numerous occasions during the past several years, the management of General Motors Corporation has gone on record with the General Motors dealer organization expressing our deep concern with respect to this practice, which is recognized as being most detrimental to the good will which has been established over the years for, and identified with, the dealer, the manufacturer and the product.

When a customer purchases a new-used General Motors car from one of the so-called discount houses, he reportedly does not receive a General Motors Dealer New Car Warranty as would the original purchaser of the vehicle. Furthermore, the discount house normally provides no service facilities for the after-purchase needs of the customer. In attempting to trade upon the capital facilities of authorized dealers, the discount house seller reportedly tells the customer to take his car to any authorized General Motors dealer for his service requirements. If the purchaser is not satisfied with the service he receives from the authorized dealer, he then blames General Motors because, as an owner of a General Motors product, he expects the same high degree of service which owners of General Motors vehicles have learned to enjoy over the years from the General Motors dealer organization.

[fol. 1323] While the management of General Motors Corporation has repeatedly pointed out the pitfalls of the "quick-profit" bootleg sale to its dealer organization, we

have at the same time recognized the right of every dealer to lawfully resell his merchandise to anyone.

On May 3, 1957, the President of General Motors Corporation sent all General Motors dealers a copy of his letter-reply to a protest against bootlegging from the Automobile Dealers Association of Indiana. The following quotation is from that letter:

"For several years it has been quite clear to those who have kept informed as to the interpretation of the anti-trust laws that the Department of Justice has taken a firm position, both in statements and opinions, that any restriction upon the right of a dealer having title to motor vehicles to sell such motor vehicles to anyone, anywhere at any price, was a violation of the antitrust laws. Judicial opinions handed down over these years tended to confirm this interpretation.

"This 'right of the dealer to sell the motor vehicles to which he has title' as he pleases, is the key to these problems. It is the exercise of this right which first moves the motor vehicles into the bootleg channel. Even if there were extenuating circumstances which motivated the movement of cars into the bootleg channel, unquestionably there are many such sales by authorized dealers made solely for the purpose of obtaining a quick profit."

The procedure whereby some discount outlets, which offer new cars for sale, make a deal with a customer, and then, as prearranged with an authorized dealer, turn the transaction over to that dealer for closing and delivery of the vehicle, is being improperly characterized by some selling dealers as a "referral." Such arrangements, however, are far different from the casual practice in the industry whereby salesmen encourage referrals from friends and others [fol. 1324] who chance upon a prospective new car customer. The reports we have received indicate that these discount outlets are advertising new cars for sale at established business locations, frequently far removed from the location of the selling dealer. In effect, they in some instances represent the establishment of a second and unauthorized sales outlet or location contrary to the provisions of the General Motors Dealer Selling Agreements.

More importantly, arrangements of this type tend to down-grade the enfranchised dealer as a new car merchant in the eyes of the public. It is difficult to understand how any dealer who has invested thousands of dollars in capital equipment to merchandise new cars can be a party to an arrangement which permits a discount outlet to discredit his merchandising ability by offering new cars for sale at purported "savings" to the customer, and then not only assume the obligation for the sale but also share his gross profit on the transaction with the discount house.

General Motors Corporation recognizes the problems raised by the discount house new car merchandising activities in your area. They are critical problems for the public, the franchised dealers, and the manufacturers. New car sales by these outlets do not represent one iota of additional business for the dealer organization or the factories. They represent no savings to the public but only result in a dilution of the gross profit on each transaction which would otherwise be made by the franchised dealers who have the service facilities and trained mechanics to insure the customer's enjoyment of his investment in a new car. Most importantly, they threaten the good will of the dealer organization, the manufacturer, and the product.

The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of [fol. 1325] distribution, and the validity of any arrangement they may have with a discount house under the provisions of their General Motors Dealer Selling Agreement.

Let me assure you that we will continue our efforts to protect the good will of our products by every available legal means.

I would appreciate your reviewing this letter with your salesmen, so that they will more fully understand the position of General Motors with respect to the matters outlined herein. If any of your salesmen have written or wired us on this matter, this would serve as a means of acknowledging their letters.

Very truly yours, J. M. Roche.

M

[fol. 1326] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 117

INTER-ORGANIZATION LETTERS ONLY

Received December 21, 1960

December 16, 1960.

To: Mr. R. M. O'Connor, Los Angeles Zone

From: Mr. L. H. Averill, Central Office

This has reference to the activities of discount houses in Southern California who engage in the sale of new cars. You are familiar with the letters and telegrams, which have been received from dealers and salesmen regarding this activity, addressed to Mr. Cole, Mr. Staley and Mr. Gordon.

Attached is a copy of the reply going to the dealers who have written Mr. Cole and Mr. Staley, and in the content of same, you will note we have quoted the reply being sent over Mr. Roche's signature to those dealers who wrote Mr. Gordon.

We are attaching a list of all the senders of letters and telegrams received from your dealers and retail salesmen where such individuals can be identified from their wire or letter. The dealers who are being answered by Mr. Staley are so identified. The remaining dealers are being answered by Mr. Roche.

We would like to especially call your attention to the following paragraph from Mr. Roche's letter.

"The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of the dealers and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house under the provisions of their General Motors Dealer Selling Agreement."

In accordance with this paragraph, will you please arrange, through the medium of yourself, City Managers and

Assistant Zone Manager, to personally contact each of the [fol. 1327] dealers in the Los Angeles area to discuss the subject matter of the above paragraph. We feel that these contacts will also serve as a reply to the dealers and their salesmen who have not written Mr. Cole, Mr. Staley, or Mr. Gordon.

The above subject was thoroughly discussed at our Regional Managers meeting on Wednesday, December 14th, hence I am sure Mr. Cash will discuss this subject in greater detail with you.

After these contacts have been completed by Zone Management, we would appreciate your advising this office the results of your conferences.

Very truly yours, L. H. Averill, Executive Asst.
General Sales Manager.

LHA:rm

Att.

cc: Mr. L. N. Mays, Mr. R. M. Cash.

[fol. 1328] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 118

12-16-60.

Mr. Cash:

I was talking to Sid Gilliatt on the telephone today and he advised me that with respect to the discount house deal Jim Roach, G.M. Corp., is writing to Cone at Fullerton, Harbor Chevrolet at Long Beach, Fred Gledhill at Wilmington and Harry Ostrom at Montebello concerning the Corporation's viewpoints in this regard.

While the letter is quite lengthy, in essence it tells the dealers that we, too, dislike discount house operations, but cannot stop it. Any further letters of this nature will be answered over Mr. Staley's signature.

With regard to a publication, referred to as the "green letter", which apparently had been forwarded to the corporation by some dealer in Southern California—Mr. Roach will also reply to this. Sid further advises that the Corporation's Distribution Staff will meet next Wednesday at which time they will decide what will be done regarding publication of the Corporation's stand on the matter of discount houses.

R. D. Lund

[fol. 1329] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 119

CASA DE CADILLAC

14401 Ventura Boulevard—Sherman Oaks, California
Stanley 3-1430—State 4-9901

December 17, 1960.

Martin Pollard.

Mr. R. M. O'Connor
Chevrolet Motor Division
3325 Wilshire Boulevard
Los Angeles 5, California

Dear Bob:

I am sure it is no news to you that the automobile dealers of Southern California are in a highly inflammable mental state over the menace that the discount house holds over their future business existence. Their fears are well-founded and most everyone is convinced that the discount house will destroy the franchise dealer, the dealer's capital, and the franchise system, if not stopped now. Once this is accomplished, the factories will become victims of the creeping cancerous attrition of the discount house method of merchandising.

It is believed by many dealers that there is no escape, unless the discount house is attacked on all fronts and gradually pushed back until they are out of the automobile retail business. This is not a pretty picture.

About 90% of the dealers want to have a show-down fight now as a last ditch effort to preserve themselves and save the franchise system. They would like to have their respective factories back them up in this fight. If this is not possible, they are prepared to go it alone, and go all the way. This does not apply to GM dealers only. It applies to all franchised dealers representing all lines of cars sold in this area.

A meeting was held last Thursday, over which I presided. The main reason I chairmaned the meeting was because the Foothill Dealers picked up the tab for the luncheon. The meeting was attended by representatives of the three

Chevrolet dealer associations, and the purpose was to discuss ways and means by which the dealers could combat the discount house. Out of this meeting was born a committee instructed to take certain measures as directed. The chairman elected was Cap Reade. He intends to see you at once (I suppose he has by now) and explain the objectives of the committee. His reason for so doing is twofold: Out of respect for you as a man and as Zone Manager, and to assure you that the work of the committee will be out in the open and not behind your back.

It is my opinion that the meeting and the resultant committee is a good thing for Chevrolet and for Chevrolet business. I feel that the dealers who have been drawn together in a common defense of what is dear to them—[fol.1330] the financial security of their families—is a healthy condition. I feel now that the long wait and indecision is at an end, that the dealers as they go into action will replace their fears with courage, and you will end up being the head of the fightingest bunch of Chevrolet dealers anywhere in the U.S.A.

The fight for survival will lead to many good by-products. It will lead to a cohesiveness of a dealer-body that will crystalize into a better cooperative spirit in all things of mutual interest; a more cooperative team of dealers more determined to succeed over competition and less inclined to cut each other's throats, competitively. I feel this will greatly help in bringing back a respectable profit for their investment and for their efforts. This, then, will once again put the Chevrolet franchise back in the premium column.

I am sure that you and everyone at Chevrolet joins with me in high hope for success.

Sincerely, Martin Pollard.

MP:1

P.S. Please excuse the letterhead temporary. I am out of Chevrolet stationery.

[fol. 1331] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 120

Chevrolet Dlr. Org. & Anal. Dept. December 22 11:17 AM '60
Mr. R. M. Cash, Regional Office—Oakland
Mr. L. H. Averill, Central Office

December 20, 1960.

Yesterday we mailed you copy of letter addressed to Bob O'Connor with reference to the activities of discount houses in the Southern California area. I am sure you will agree this letter provides you with an excellent vehicle that can be effectively used in the selected dealer conferences you will hold in tune with our discussions at our Regional Managers meeting, Wednesday, December 14th.

In light of our discussions of this subject at the aforementioned meeting, I am sure you will want to lend your counsel to Mr. O'Connor and the members of his staff in the handling of their dealer conferences, as well as the importance of their being completed at the earliest possible date.

If there is anything further we can do to assist you from this office, please advise.

Very truly yours, Executive Asst. General Sales
Manager.

LHA:rm

[fol. 1332] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 121

February 7, 1961
Origin No. SM-63
C.O. No. 60-1079

Subject: Discount House Operations

CHEVROLET—CENTRAL OFFICE
Division of General Motors Corporation
Detroit 2, Michigan

December 29, 1960.

To: Regional and Zone Managers

"Have all serv. Reps. read,
initial & return."

[Initials Illegible]

Attached for your information is a copy of a letter to all Chevrolet dealers dealing with the subject matter of Discount House operations.

You may recall I discussed this matter at quite some length at the last Regional Managers' meeting and I feel that the attached letter should give the dealers a full understanding of Chevrolet's position with respect to this matter.

Yours very truly, K. E. Staley, General Sales
Manager.

KES:G1

cc: Mr. L. H. Averill
Assistant General Sales Managers
Wholesale Organization

Attach.

[fol. 1333] CHEVROLET—CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

December 29, 1960.

To all Chevrolet Dealers

We are taking this means of acquainting all Chevrolet dealers with the problems incident to membership discount outlets offering new Chevrolet cars for sale to members and their friends and the position of Chevrolet with respect to this growing activity. We have received letters and telegrams from some dealers and employees of dealerships expressing deep concern as to the effects of this type of competition on their business.

The substance of these communications, while varying in content, implies that Chevrolet Motor Division as a manufacturer is either not aware of these practices or, that knowing about the situation refuses to recognize such practices as "unfair competition" to enfranchised dealers, as well as an unsound method for potential customers to invest in new Chevrolet products. Some have even suggested that Chevrolet condones these practices as a means of obtaining additional sales.

All these implications are entirely unwarranted, and reflect a lack of understanding by some of the Chevrolet Quality Dealer Program and the continuity of our efforts to implement the Program.

Chevrolet Motor Division does not and has not sold its new passenger cars and trucks for resale to any outlets other than authorized Chevrolet dealers. Frankly, I believe every Chevrolet dealer knows this, but it appears that some of their employees may not be quite as well informed.

The reported recent expansion of the activities of so-called membership discount houses into the field of motor vehicle retail sales has been brought to our attention by members of our wholesale organization.

Inquiries have been made, and we are advised that these discount outlets either (1) purchase their Chevrolet motor vehicles from Chevrolet dealers for resale to members and their friends, or (2) by prearrangement with some Chevrolet dealers, they are in a position to make a deal with a

customer for a price and then refer the customer to the Chevrolet dealer for delivery of the vehicle at the price established by the discount house. In the latter event, the delivering Chevrolet dealer reportedly pays a substantial [fol. 1334] portion of the gross profit realized on the deal to the discount establishment for division among the operator of the discount house, the operator of the automobile concession, and the automobile salesman.

Where the motor vehicles are purchased from a Chevrolet dealer and resold as new-used cars, the transaction is nothing more than what has generally become to be recognized in the trade as a "bootleg" sale. On numerous occasions during the past several years, the management of General Motors Corporation has gone on record with the General Motors dealer organization expressing its deep concern with respect to this practice, which is recognized as being most detrimental to the good will which has been established over the years for, and identified with, the dealer, the manufacturer and the product.

When a customer purchases a new-used Chevrolet car from one of the so-called discount houses, he reportedly does not receive a Chevrolet Dealer New Car Warranty as would the original purchaser of the vehicle. Furthermore, the discount house normally provides no service facilities for the after-purchase needs of the customer. In attempting to trade upon the capital facilities of authorized dealers, the discount house seller reportedly tells the customer to take his car to any authorized Chevrolet dealer for his service requirements. If the purchaser is not satisfied with the service he receives from the authorized dealer, he then blames Chevrolet because, as an owner of a new Chevrolet product, he expects the same high degree of service which owners of Chevrolet vehicles have learned to enjoy over the years from the Chevrolet dealer organization.

While the management of General Motors Corporation has repeatedly pointed out the pitfalls of the "quick-profit" bootleg sale to its dealer organization, it has at the same time recognized the right of every dealer to lawfully resell his merchandise to anyone.

On May 3, 1957, the President of General Motors Corporation sent all General Motors dealers a copy of his letter-reply to a protest against bootlegging from the Auto-

mobile Dealers Association of Indiana. The following quotation is from that letter:

"For several years it has been quite clear to those who have kept informed as to the interpretation of the [fol. 1335] antitrust laws that the Department of Justice has taken a firm position, both in statements and opinions, that any restriction upon the right of a dealer having title to motor vehicles to sell such motor vehicles to anyone, anywhere at any price, was a violation of the antitrust laws. Judicial opinions handed down over these years tended to confirm this interpretation.

"This 'right of the dealer to sell the motor vehicles to which he has title' as he pleases, is the key to these problems. It is the exercise of this right which first moves the motor vehicles into the bootleg channel. Even if there were extenuating circumstances which motivated the movement of cars into the bootleg channel, unquestionably there are many such sales by authorized dealers made solely for the purpose of obtaining a quick profit."

The procedure whereby some discount outlets, which offer new cars for sale, make a deal with a customer, and then, as prearranged with an authorized dealer, turn the transaction over to that dealer for closing and delivery of the vehicle, is being improperly characterized by some selling dealers as a "referral." Such arrangements, however, are far different from the casual practice in the industry whereby salesmen encourage referrals from friends and others who chance upon a prospective new car customer. The reports we have received indicate that these discount outlets are advertising new cars for sale at established business locations, frequently far removed from the location of the selling dealer. In effect, they in some instances represent the establishment of a second and unauthorized sales outlet or location contrary to the provisions of the Chevrolet Dealer Selling Agreements.

More importantly, arrangements of this type tend to downgrade the enfranchised dealer as a new car merchant in the eyes of the public. It is difficult to understand how any dealer who has invested thousands of dollars in capital

equipment to merchandise new cars can be a party to an arrangement which permits a discount outlet to discredit his merchandising ability by offering new cars for sale at purported "savings" to the customer, and then not only assume the obligation for the sale but also share his gross profit on the transaction with the discount house.

[fol. 1336] Chevrolet Motor Division recognizes the problem raised by the discount house new car merchandising activities. They are critical problems for the public, the franchised dealers, and the manufacturers. New car sales by these outlets do not represent one iota of additional business for the dealer organization or the factories. They represent no savings to the public but only result in a dilution of the gross profit on each transaction which would otherwise be made by the franchised dealers who have the service facilities and trained mechanics to insure the customer's enjoyment of his investment in a new car. Most importantly, they threaten the good will of the dealer organization, the manufacturer, and the product.

The Chevrolet wholesale organization will give special attention to these problems. They propose to personally discuss this matter with each of their dealers in those areas where such activity is reported to exist and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house under the provisions of their Chevrolet Dealer Selling Agreement.

Let me assure you that we will continue our efforts to protect the good will of our products by every available legal means.

You may wish to review this letter with your salesmen, so that they too will more fully understand the position of Chevrolet with respect to the matters outlined herein.

Very truly yours, K. E. Staley, General Sales Manager.

[fol. 1337] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 122

JACK COYLE CHEVROLET
808 F St., San Bernardino, Calif.

January 4, 1961

Mr. K. E. Staley, General Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Gene:

I have read and re-read your letter of December 29 with reference to the selling of new Chevrolets thru discount outlets. I agree wholeheartedly with the importance of preserving the value of the new car franchise, and will pledge my best efforts in that regard.

Your letter indicates some lack of familiarity with the finer points of this type of selling. On page 2, reference is made to a new-used Chevrolet being delivered to the customer without a new car warranty. This is not the case. The discount house in our area acts as a broker and delivers the new car complete with New Car Warranty direct from the selling dealer. I am sure this practice is not peculiar to San Bernardino.

About 18 months ago it came to my attention that the dealer in Eagle Rock was selling cars thru a discount house—the Union Stores of Montclair and Riverside. This is out of my territory but close enough to bear watching. Within a few weeks we got a rash of warranty work on new Chevrolets, all from Citizens Chevrolet at Eagle Rock. Upon questioning the customers, we found that an outlet had been set up in San Bernardino at Art's Used Car lot. Upon presentation of the facts complete with serial numbers, the Los Angeles Zone Office promptly put a stop to the deliveries in San Bernardino by this dealer. We estimate that at least 20 cars were delivered in this fashion, all complete with New Car Warranties. I do not wish to be unjust or unfair, but recently this same dealer (who used to be a

Chevrolet wholesale representative) commented that he was still moving many cars outside of his territory.

Obviously, Gene, not every dealer can move two or three times as many cars as are being registered in his own territory.

For what it is worth, may I suggest that Chevrolet supply each dealer with his needs, and large amounts in excess of this should be scrutinized to determine that the customers are legitimate (such as Hertz, utility companies, political subs, etc.).

[fol. 1338] Recently a new discount house opened in San Bernardino, called the Fore Stores. During a hectic week of full page newspaper ads, the operators brazenly announced the opening of the automotive department, and declared that all makes of new cars were available, including Chevrolet. To date we are not aware of any great success in this activity, altho several of my employes have joined the organization and have carried on negotiations with the department in an effort to find out how it works. Up until a few days ago, we could have purchased a new Chevrolet at any time.

In some petulance, we suggested to our District Manager that either the practice be stopped or we should "get on the bandwagon" and supply them with cars ourselves. We did not seriously present this suggestion.

Yesterday, January 3, our Assistant Zone Manager, Jere Faust called to tell me of a meeting held last week in Los Angeles by Mr. Roy Cash and some of the offending dealers. He reported that the dealers agreed to discontinue the practice immediately, and I hope the agreement will be honored by all parties.

Your letter mentions the fact that new car sales are not increased one iota by these outlets. More importantly, they threaten the goodwill of the dealer organization, the manufacturer, and the product, I sincerely hope your letter and its vigorous application by both dealer and wholesale organization will produce the results we seek.

Happy New Year!

Jack Coyle.

[fol. 1339] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 123

STACK CHEVROLET

Sales Dept.—687 S. Palm Canyon Drive
Service and Parts—330 Sunny Dunes Road
Telephone FA 4-9166
Palm Springs, California

January 5, 1961

Mr. K. E. Staley
General Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Staley:

I received your letter regarding sales to Discount Houses.

I certainly want to commend you on your aggressive stand against such "Franchise destroying" activities; also, to commend you on the follow-up personal interviews that have already been handled by the wholesale personnel.

Great work, and thank you. Don't give up!

Sincerely yours, Stack Chevrolet, D. C. Stachler.

DCS:ec, cc: R. M. O'Connor, R. M. Cash, Lee Mays (Chevrolet Motor Division)

[fol. 1340] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 125

CHEVROLET-CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

January 10, 1961

Mr. Jack L. Coyle
Jack Coyle
Chevrolet
808 "F" Street
San Bernardino, California

Dear Jack:

I read with considerable interest your letter of January 4th and appreciated the attitude you, too, expressed with regard to the selling of new cars through discount houses.

We have been very encouraged by the cooperative attitude of practically all Chevrolet dealers as a result of the position expressed on this subject in my letter of December 29th, and from discussing the matter with various members of our field management. I am very hopeful that, through the voluntary cooperation of dealers, this form of vicious competition will diminish to almost the vanishing point.

While my letter of December 29th did not go into all of the details, we are familiar with many variations being used by the discount houses and that, where deliveries are made on a referral basis, the cooperating dealer does furnish the new car warranty. However, regardless of the procedure used, the end result is still the same and one which, in our opinion, could pose the most serious threat to date to the franchise system.

I also want to assure you that Chevrolet is very carefully watching its distribution to all dealers to be sure that no one can accuse Chevrolet of encouraging any kind of so-called bootlegging activity as a result of overshipping new products to a particular dealer.

Again, I want to thank you for your letter, and I hope that 1961 will be a happy, healthy and prosperous year for you.

Best personal regards.

Very truly yours, K. E. Staley, General Sales
Manager

KES/Mc

bcc: Mr. R. M. Cash, Mr. R. M. O'Connor

[fol. 1341] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 126

HARRY MANN
CHEVROLET COMPANY
5735 Crenshaw Boulevard
Los Angeles 43, California
Telephone: AXminster 4-6101

January 12, 1961.

Keep in our file. E. J.

Mr. Gene Staley
Chevrolet Motor Division
Detroit, Michigan

Dear Gene:

A few lines to express my appreciation for the position you have taken in regard to the Discount House evil and my thanks for the prompt action taken against them.

In my opinion they have dealt product loyalty, dealer loyalty, and dealer profits a bad blow and we must keep after them constantly to nip new plans for a supply source in the bud.

Best regards.

Sincerely, Harry A. Mann.

HAM/dr

[fol. 1342] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 127

Inter-organization Letters Only

CHEVROLET

Mr. Guig: For your "Discount House" file. Larry.

To: Mr. L. H. Averill, Central Office, Detroit

From: R. M. O'Connor, Los Angeles, California

Subject: Sales to Discount Houses, Referrals, etc.

January 17, 1961.

Dear Mr. Averill:

Our letter is in reference to your letter of December 16, 1960, to which was attached copies of the replies made by Mr. Staley and by the Corporation to dealers and salesmen in the Los Angeles Zone Area, concerning the above mentioned subject.

In accordance with your instructions, we have personally contacted each of the dealers in the Los Angeles Metropolitan Area, the Orange Metropolitan Area and those in the San Diego Metropolitan Area. We have discussed with them the subject matter of the excerpt you quoted taken from Mr. Staley's letter.

Our contacts were extremely well received, and I believe this action together with the letter they received from Mr. Staley, will materially alleviate the serious concern that had been evident on the part of many dealers.

We do feel, however, that complete correction of the problem will require constant scrutiny and follow-up on the part of all of us in the Los Angeles Zone. This we are currently doing. Our dealers and wholesale personnel alike, appreciate very much the position our Management has taken on this matter.

Very truly yours, R. M. O'Connor, Zone Manager.

RMO'C/jhm

cc: Mr. L. N. Mays, Central Office-Detroit; Mr. R. M. Cash, Pacific Coast Region.

[fol. 1343] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 128

Received January 20, 1961

CONE CHEVROLET Co.

320 South Harbor Boulevard—Lambert 5-2311
Fullerton, California

18 January, 1961.

Mr. R. M. O'Connor, Zone Manager
Chevrolet Motor Division
3325 Wilshire Blvd.
Los Angeles 5, Calif.

Dear Bob:

I am enclosing a shopping report that was made on Saturday, 14 January 1961 at Gemco on West Lincoln Ave., Anaheim. I believe you will find this information self-explanatory.

We also shopped CMA, South Los Angeles Street, Anaheim, Calif., and found signs indicating that they had temporarily suspended operations.

Bob, I feel that we have made good progress but it appears that some policeing and follow-through is going to be necessary to maintain the ground we have gained.

I wish to thank you and compliment the Corporation on the stand they have taken.

Yours very truly, Cone Chevrolet Co., C. D. Cone.

cde;ewk

1/24 Delivered to Robt. Chico on 12/31/60 taken back on
1/20 shown on DMV form 107—now driven by service
manager.

[fol. 1344]

May

*Report on Gemco New Car Department
January 14th, 1961*

No new cars on show on the lot, but I did see a 1961 Chevrolet Impala Sport Coupe in the parking lot which looked like it might be ready for delivery. Serial #11837L134614. Just registered with paper plate #0862706. No registration on windshield. Sticker showed dealer as Citizens Chevrolet.

New Car Office

Located inside building with three men. Literature available on all makes of car with factory fact books and color guides on most makes. All three men were busy when I went in and seemed to have plenty of prospects throughout the time I was there. Finally talked to a salesman Mr. Jim Kohn and asked about a 1961 Chevrolet Impala Spt. Cpe. and he gave me the following figures:—

2345.43)	
37.00)	Car
83.00	Small V8
154.70	Powerglide
51.04	Radio
57.69	Heater
58.55	Power Steering
24.35	WSW tires
15.50	Tinted windshield
<hr/>	
2827.26	
113.09	Sales Tax
61.00	License
<hr/>	
3001.35	
601.35	Trade in (1956 Chevrolet Bel Air 4dr.)
<hr/>	
2400.00	

36 payments of 77.71.

In answer to specific questions his answers were as follows:—

Availability--depended on the model and equipment selected but was normally one to three weeks.

Price--compared with normal dealer prices he assured me that Gemco could save me several hundred dollars.

Service problems—I mentioned that I had heard from a friend who bought a car at a discount house that local dealers would not service the car under the factory warranty. His reply was that this had been true in the past in some cases, but that if I bought from them there would be no problem as they themselves did some of the service there, and if not they would take it to the selling dealer for me. This would be handled so that I would not lose any time getting service, as I explained that my work was such that I could not take the time to wait around or drive too far for service.

Financing—I mentioned Credit Union, but he assured me that they would finance for $5\frac{1}{2}\%$. When asked what bank or finance company, he said that due to the low rate of interest they had to shop around for outlets to sell their paper, but I could be assured that it would be a reputable bank or finance company.

Insurance—They had signs advertising Accident & Health insurance, and he said that they could cover the car with collision insurance but not liability.

[fol. 1345] Trade In—When I mentioned that I had a car to trade, he sent me over to the Autorama Used Car lot next door for an appraisal. I then went back to Kohn to get the appraisal figure and the final figures on the deal.

Demonstration—I 'phone later in the afternoon and said after talking this over with my wife she had decided that we should take a demonstration drive. His first suggestion was to go to a local dealer, but then said that if I went over during the week I could drive the manager's car.

Delivery—Would be made at Gemco.

In conclusion I would say that Gemco still have a flourishing new car dept. and apparently have no trouble getting cars of any make. During the time I was there, they had a steady stream of prospects and the appraiser seemed to be busy giving appraisals. Perhaps the actual purchase of a car would provide more details of the organization and more concrete evidence to work on.

[fol. 1346] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 129

ALLEN GWYNN

Chevrolet

Where Los Feliz crosses Grand in Glendale, California

Chapman 5-6821

Citrus 4-8411

A Better Service for Better Driving

January 21, 1961.

Mr. K. E. Staley
General Sales Manager
Chevrolet Motor Company
General Motors Building
Detroit 2, Michigan

Dear Sir:

I was delighted to receive your letter relating to discount houses and bootlegging of new Chevrolet products by franchised dealers.

It has become so bad that unless you are really serious in the enforcement of your convictions in this matter your dealers will be forced out of business by lack of profit.

Many of the evils have been brought about by giving Chevrolet Dealers three and four times the units their planning potentials called for.

The other divisions of General Motors apparently are doing nothing about this problem. Some of my friends have not had it even mentioned to them.

Ford and American Motors seem to be going along with Chevrolet thinking, which is all to the good.

I sincerely hope that you will have your local zone people really police the selling of New Chevrolet units to discount houses and referral houses.

Yours very truly, Allen Gwynn.

AG:js

cc: Roy Cash, Oakland, Calif. Robert O'Connor, Los Angeles, Calif.

[fol. 1347] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 130

BILL BARNETT CHEVROLET
1440 East Compton Blvd.—Compton, California
Phone Compton NEwmark 9-3060
Los Angeles NEvada 6-3208

January 25, 1961.

Mr. K. E. Staley
Chevrolet Central Office
General Motors Building
Detroit, Michigan

Dear Mr. Staley:

I would like to take this opportunity to express my thanks for your very recent cooperation in assisting to clean up the discount house problem here in Southern California. To my knowledge things are once more back to normal and we certainly hope will remain that way for some time. However, I would like to point out that I believe it important that a constant vigil be kept on the subject. For we know that discount houses are attempting to gain merchandise for their automobile divisions through phony leasing companies and dealers in other parts of the country. We have alerted all of our people and as soon as any of these 'boot-leg cars' appear on the market our local zone office will be the first to hear of it.

Talking to all of the other dealers in our entire Los Angeles zone it is certainly very encouraging to see their enthusiasm over the manner in which you and Chevrolet stepped up to the problem and did something about our discount houses in this area.

Once again I would like not only to extend by own thanks to you and your staff but also the thanks of all of my employees and all of the Chevrolet dealers in this entire area who I am sure you have heard from or will hear from in the very near future. Thank you.

Very sincerely, Bill Barnett.

cc: Mr. Ed Cole

[fol. 1348] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 131

CONE CHEVROLET CO.
320 South Harbor Boulevard—LAmbert 5-2311
Fullerton, California

25 January 1961.

Mr. Gene Staley, General Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Mr. Staley:

I wish to thank you for your letter of December 15, 1960. I whole heartedly agree with its contents and also compliment you on your thorough knowledge of the "Discount House" situation as it exists in Southern California.

If the "follow through", that you mentioned in your letter is maintained on a constant basis, I am sure that we will up-grade the franchise system of selling and substantially improve our customer relations. Also it will become possible to hire and develop higher class young people in the retail automobile business.

I congratulate you for the stand that you and the corporation have taken.

Yours very truly, Cone Chevrolet Co., C. D. Cone,
president.

CDC:kh

[fol. 1349] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 132

SEABOARD MOTORS

Frank K. Swift Frank K. Swift, Jr.
1831 South Pacific Ave. San Pedro, California
TErMinal 2-0316

January 26, 1961.

Mr. K. E. Staley
General Sales Manager
Chevrolet Motor Division
General Motor Bldg.
Detroit 2, Michigan

Dear Mr. Staley:

I wish to personally thank you for your letter and interest pertaining to the Discount Houses in Southern California. Your commendable action on this matter has definitely brought the situation under control among the dealers of this area. Because of your action, the moral of Dealers and Salesmen alike have improved and I know that it will increase customer loyalty to Chevrolet.

Thank you for a job well done.

Respectfully yours, Frank K. Swift Jr.

FKS:mr

[fol. 1350] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 133

EDDIE HOPPER CHEVROLET
10511 Garden Grove Boulevard
JEfferson 4-2700—HEmlock 2-6411—MAdison 5-2963
Garden Grove, California

Discount House File JSF

January 26, 1961.

Mr. Jere C. Faust
Assistant Zone Manager
Chevrolet Motor Division
3325 Wilshire Boulevard
Los Angeles 5, California

Dear Mr. Faust:

We have complied with your telephone request to contact the "Gemco" Organization in regard to the purchase of a new car. This contact was made by John N. Armour who requested prices on a four door "Monza."

Mr. Armour talked with Mr. Jim Webb and was informed that prices on the four door car were not available, but they expected information in the near future. on Jan 18—

Mr. Webb did quote prices on a two door "Monza" and stated that delivery could be made within three or four weeks. Mr. Armour raised questions regarding the servicing of the car and was informed as follows:

1. On the thousand mile check the car was to be returned to "Gemco" and left for them ("Gemco") to have the work performed. This service would take one or two days. During this time, "Gemco" would not furnish a car for the customer, and said customer would have to shift for himself. Further, that it might be possible for "Gemco" to arrange to have the customer returned to his home or work. No mention was made regarding the arrangements for returning the car to the customer.
2. Any further service adjustments, etc., the customer could or should contact any Chevrolet dealer.

At the close of the interview, Mr. Armour was informed that Mr. Webb had just discovered a notation that the four door prices were \$54.00 more than the two door.

This contact was made about 1:00 P.M.

I instructed Mr. Armour to purchase the car, and about 4:00 P.M. of the same day, he returned to the store to do so.

At this time, he was informed that it would be impossible to accept an order for the car. The reason given was that they were changing their license (to sell cars) arrangement [fol. 1351] and until this change was accomplished it was illegal for them to sell cars, and that they would be subject to severe penalties; that the Motor Vehicle Department was very strict in this regard, and that they could not take chances. He was told to return on Tuesday of this week.
Jan 24

On Wednesday, Mr. Armour returned to the store. Mr. Webb was not present, but he was informed that the license arrangements were not completed.

Mr. Armour asked about all this red tape, that if they had a license to sell, why would different arrangements be made. The reply was that in the past the car operations had been conducted by an outside concern, and that they were eliminating this concern and that in the future it would be under the store name. That they believed the change would be much better for everyone concerned.

Mr. Armour then requested information regarding the possible time they could accept orders. The reply was that such changes take time, and that it was very indefinite when completion of the transfer could be effected. That it was necessary to have an inspection before they could expect to have the new license.

Yours very truly, E. N. Hopper, President, Eddie
Hopper Chevrolet.

ENH/wly

[fol. 1352] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 134

CONE CHEVROLET Co.
320 South Harbor Boulevard—Lambert 5-2311
Fullerton, California

26 January 1961.

Mr. Bob O'Connor, Zone Manager
Chevrolet Motor Division
3325 Wilshire Blvd.
Los Angeles, 5, California

Dear Bob,

I am giving you the latest information as to what appears to be a flagrant violation of our *discount house* agreement.

The purchasers, John and Lavinia J. Nefrony, 2043 Gale Lane, Anaheim, home telephone LE 9-3286, office phone, JA 7-7731, took delivery yesterday, January 25th of a Chevrolet, Model 1837, white, Serial 11837L14264. Selling dealer, Citizens Chevrolet. They reported that they had made the purchase approximately 15th January, and was referred by A.B.C. in Santa Ana, to Bill Spoo of Citizens Chevrolet, Eagle Rock.

They were in turn, told that any service needed done could be at Cone Chevrolet Co. as they were a very reputable concern. The items of service necessary were all of a pre-delivery nature. John and Lavinia Nefrony would appreciate a telephone call from Chevrolet Motor Co.

Bob, this is the connection that Cormier in Long Beach, formerly handled.

Last week, A.B.C. was contacting dealers in Orange County, namely Tommy Ayres Chevrolet, Laguna Beach, Calif., trying to find an outlet for fifteen orders which they had on hand.

Yours truly, Cone Chevrolet Co., C. D. Cone.

cde;ewk

Toland to Hend 1/30—2:15 pm. will give me details.

[fol. 1353] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 135

Received February 7 1961, J. M. Roche

DON STEVENS CHEVROLET
401 West Whittier Blvd.—La Habra, California
OWen 7-6705

February 1, 1961.

Mr. Jim Roche, Vice President
Chevrolet Motor Division
General Motors Corporation
General Motors Building
Detroit, Michigan

Dear Mr. Roche:

Just a note to thank you for the stand you and General Motors have taken in stopping the sale of Chevrolets in discount houses. I believe this move will substantially help the dealers, and will certainly increase the value of the Chevrolet franchise.

I enjoyed talking with you at the Chevrolet party at the recent NADA convention, and it certainly is reassuring to find men of your caliber helping to direct the destination of General Motors and its dealers.

Very truly yours, Don Steves Chevrolet, Don Steves.

DS:nm

[fol. 1354] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 136

GUARANTY CHEVROLET
First (illegible) Santa Ana
Kimbrelly 3-9311

February 4, 1961.

Mr. R. M. O'Connor
Zone Manager
Chevrolet Motor Division
3325 Wilshire Blvd.
Los Angeles 5, Calif.

Dear Bob:

Just a note to express the appreciation of our entire organization, as well as myself personally, for the wonderful job that you did in stopping the sale of Chevrolet products to discount houses.

This did more to boost the morale of our Sales Department than anything else that could have been done.

Should you need our cooperation in any way, please do not hesitate to call.

Thanks again.

Very sincerely yours, Guaranty Chevrolet Motors,
Marty Lockney, President.

ML:ep

[fol. 1355] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 138

LOSOR CHEVROLET DEALERS ASSOCIATION

HEmlock 5-4844

Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

On Tuesday, *February 14th*, Mrs. Judy Hyer and myself went to the Gemeco Discount House on the pretext of buying a new Chevrolet. We were met by a Mr. Jim Webb in their new car department. I asked him if it were possible to buy a Chevrolet thru their store and he replied, "Oh yes, we can get you most any model you wish." Trying to act like I didn't know too much about cars I told him we had finally agreed to help my son buy a new car and we had been shopping around to try and get the best deal possible and that he had decided on a hard top sport coupe Impala with the normal options. He looked in a book he kept on his desk and said that this particular model would be no problem to get immediate delivery on. With that, I told him just what we wanted on the car and he wrote it all down on a pink piece of paper and handed it to me so I could compare his price with the prices I had supposedly obtained from other dealers. While I was checking the prices he made the statement that he was glad that we had shopped around as no one could possibly beat their deal as they had no overhead and could make you a deal which amounted to about \$150.00 over the dealer cost. I pretended to be very pleased with the deal and asked him how much down I would have to have and he said a deposit of a \$100.00 would guaranty delivery of the car. With that, I told him that we wanted to know where the car was coming from so that if anything were wrong we would know where to take it back and also where we should get it serviced. At this point he began beating around the bush. He stated that the car would be fully serviced upon delivery and that we could take it to any Chevrolet dealer for future service or bring it back to them as they had a service department. As far as a guaranty, we not only were protected by the Chevrolet war-

ranty, but Gerco was a million dollar business and stood back of all merchandise that was sold thru them. With this statement he began running other discount houses down and telling their type of operation.

Mrs. Hyer and myself continued to chit chat back and forth and said we were satisfied and that we would take the paper over and show my husband and if he were satisfied we would get the money for the deposit and return. With that, we left and went to a public telephone and called me Don Steves and told him of our conversation. He told us to go back and give him the \$100.00 on the condition that we could take delivery by Friday, February 17th and also that we had to know where the car was coming from.

We went back and reported to Mr. Webb that my husband was very pleased with the deal but only on the condition that we could take delivery by Friday, as it was worth the extra money to buy it elsewhere and get the boy a car and off our back, and also, he had been reading about all these snow bound cars and he wanted to take delivery of the car at the dealership supplying the car. All this time I am sitting there with the money clutched tightly in my hand and he wasn't about to let me get out the door. He made the statement that he could show by husband the serial number on the car and prove the car was made in Van Nuys. He [fol. 1356] said that right at the moment he couldn't tell where he would get the car as they had a number of places they could go. He finally agreed that he would call and take my husband and I up when the car was ready. However, I have the feeling that the car will be delivered right at Gemco's door. He did make the deposit refundable if they could not deliver by Friday. Our purpose in hurrying them was to be sure we didn't get stuck with a Eastern car.

Mr. Webb then wrote up the deal, gave us our receipt. He check with an older gentleman on definite availability and he said there won't be any problem on that model. As we started to leave, he said I may even be calling you tomorrow as I feel sure we can get this car located today.

The above are highlights of the conversation between myself and Mr. Jim Webb

Evelyn G. Davis.

While we were there, the gentleman at the next desk waited upon 6 couples asking questions regarding the purchase of a new car. Of the 6, 3 couples were interested in Chevrolet. Only one couple sat down and got prices and that was on a 927 (Monza coupe).

781

General Motors

Order

DATE 2-14-61

City Fullerton

Purchaser Evelyn Papner

Phone LA 5-2341

Address 1024 Montague

Enter my order for the automobile, accessories and license listed below under the terms and conditions set forth below and on reverse side:

STOCK NO. 297043

COLOR Green Blue

CASH SELLING PRICE \$ 297043

Year Make Model Motor No. Serial No.

1961 Chev Imp 400

1, Green Blue Power Black Trans

2, White/Green Blue

V8 Engine 170HP

Power Steering

3, Green Blue

T-1000

Radio Push Button

4, Green Blue

Heater Fresh Air

5, Green Blue

5, Green Blue

2435

6, Green Blue

2930

7, Green Blue

5104

8, Green Blue

5769

9, Green Blue

2435

10, Green Blue

2930

11, Green Blue

5104

12, Green Blue

5769

13, Green Blue

2435

14, Green Blue

2930

15, Green Blue

5104

16, Green Blue

5769

17, Green Blue

2435

18, Green Blue

2930

19, Green Blue

5104

20, Green Blue

5769

21, Green Blue

2435

22, Green Blue

2930

23, Green Blue

5104

24, Green Blue

5769

25, Green Blue

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26, Green Blue

2930

27, Green Blue

5104

28, Green Blue

5769

29, Green Blue

2435

30, Green Blue

2930

31, Green Blue

5104

32, Green Blue

5769

33, Green Blue

2435

34, Green Blue

2930

35, Green Blue

5104

36, Green Blue

5769

37, Green Blue

2435

38, Green Blue

2930

39, Green Blue

5104

40, Green Blue

5769

NET CREDIT DEPOSIT (Herewith Rec'd) \$ 100.00

CASH on Delivery \$ 7384.24

TOTAL DOWN PAYMENT \$ 8936.65

CONTRACT BALANCE PAYABLE AS FOLLOWS:

TRADE-IN ALLOWANCE \$ LESS PAY-OFF \$

PAY-OFF TO

YEAR MAKE TYPE

MOTOR NO. LICENSE NO.

SERIES EXTRA EQUIP

CONTRACT BALANCE PAYABLE AS FOLLOWS:

\$ on 19

and monthly payments of \$ each, beginning on the 19

day of 19

Delivery of this purchase is to be made 2-17

back hereof and agree to it as a part of this order the same as if it were printed above my signature. Entire agreement is expressed herein in writing. No other terms or conditions, oral or written will be recognized. All used cars or trucks sold "AS IS" and without guarantee as to condition, mileage, year or model, unless otherwise specified in writing. Salesmen cannot accept this order or obligate seller in any manner whatsoever. Order is not binding on Seller until accepted in writing by officer or Sales-manager of Seller.

Salesman: W. J. Smith, Jr.

Printed: (Seller)

Date 19

By

Purchaser's Signature X Evelyn Papner

Office 0-5551—Bower-Apex Legal Forms—6400 Warner Dr., Culver City, Calif.—Form No. 501

GENERAL MOTORS

3992



2310 WEST LINCOLN * ANAHEIM, CALIF.
PROSPECT 2-2000

G • E • M • C • O

DISC NEW CAR DEPARTMENT

Jim Webb

* BETTER BUYING MEANS BETTER LIVING *

GENERAL MOTORS

~~2993~~

782

RECEIPTDate 2-14 19 61 No. **7384**Received From Evelyn PalmerAddress 1927 Montague FullertonOne hundred & 1/2 Dollars \$100.00
1961 Chevrolet

ACCOUNT		HOW PAID		
AMT. OF ACCOUNT		CASH		<input checked="" type="checkbox"/>
AMT. PAID	<u>100.00</u>	CHECK		
BALANCE DUE		MONEY ORDER		

By Elizabeth Angell

BK 5087 Redline

GENERAL MOTORS

3994

[fol. 1360] Disc New Car Department
Jim Webb

Chev. Imp. 2 dr. Hd. top.....	2370.43
P. G.....	154.70
P. S.....	58.55
P. B.....	33.10
T. Glass.....	29.30
R.....	51.04
H.....	57.69
W. S. W.....	24.35

V8—170.....	2779.16
	83.00

Tax.....	2862.16
Feb. 1961 Lic.....	114.49
	60.00

3036.65

[fol. 1361]

Down.....	3036.65
	636.65

Int. 3 years.....	2400.00
	395.76

Payments \$77.66—36 MO.

[fol. 1362] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 139

EXTRACT FROM MINUTES OF 16TH PRESIDENT'S ADVISORY
COUNCIL

February 14, 15, and 16, 1961

Remarks by
William G. Nugent
A. E. Nugent Chevrolet
Los Angeles, California

Mr. Nugent

The dealers in our area want to thank you on the action that you took on the discount houses. It was really handled efficiently and they have requested that I thank you and that you continue to follow this program up.

[fol. 1363] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 140

Rec'd February 16 1961

COLLIAU CHEVROLET COMPANY
711 Fair Oaks Avenue—South Pasadena, California
SY 9-4101—MU 2-2151

February 15, 1961.

Mr. Gene Staley, General Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Gene:

A brief note covering two points. First, thanks a million for the lovely party you put on for the *Dealer Group at the NADA*. It has come to be, as I am sure you have been told many times, one of the highlights of the *NADA Conventions*.

Secondly, thanks for everything you did to help us with the *discount store* problem we had here in Los Angeles. Two of the dealerships most deeply involved in supplying the discount houses with cars were two neighboring dealers of mine. Rumor has it that one is still involved on a limited scale, but the overall situation has cleared up considerably.

I learned just yesterday that the former manager of the automotive department for one of the largest chains of discount stores has just been approached to return to his former position because of a possibility of the reopening of their auto departments. He was told that they were assured of a substantial supply of cars (he didn't specify what makes) from Texas and the East.

It is my feeling, however, that the prompt action taken by Chevrolet has probably brought an end to the vicious situation we were facing.

The only two problems still facing us, along the lines of the above, are the phony fleet companies and the frequent

bootlegging of new cars to used car dealerships in Southern California. I am sure, if you continue the aggressive job you did on the discount houses, that these two cancerous conditions can be cleaned up.

Thanks again for your prompt action and your sincere interest in dealer welfare.

Very truly yours, E. H. Colliau.

EHC:s

CC: Bob O'Connor

[fol. 1364] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBITION No. 141

To whom it may concern:—

I, Inez A. Oelwein on this date, February 25, 1961 at eleven A.M. entered MORE Inc. located at 3443 Sepulveda Boulevard. As I approached the "Castle Sales" booth, I noticed a 1961 White Plymouth Savoy on display with a retail sales price sticker pasted to the left rear window. I approached the desk and was greeted by a Mrs. Enright. I asked her if she also handled the Chevrolet line. She said, "Yes, do you know what you want?" I replied "yes, I know exactly what I want, I have been shopping around." She said, "You should shop around, before you check with us." I told her I wanted a 1961 Chevrolet Impala Sport Coupe —with the 170-V8 Motor, powerglide, manual radio, recir-[fol. 1365] culating heater, tinted windshield, white side wall tires, padded dash, power steering, and side mirror. As I listed these items she wrote them on a piece of paper, then referring to a large black loose leaf binder with plastic enclosed pages wrote prices on this piece of paper. She quoted me a price of \$2807.00 plus tax and license, giving me nothing in writing. She then told me of the difficulty with car manufacturer, and their crack down on discount houses, showing me a magazine opened to an article headed roughly with title "Manufactures crack down on discount houses." This was an oversize magazine printed on shiney white paper. I could not see the name of the publication. I [fol. 1366] told her I wanted to deal today, because of working, Saturday afternoon was my only free time, and I was selling my own car on the following Monday. She said she doubted if she could contact her "man," that he was delivering a car to one of their customers. I insisted I wanted to deal "now." She phoned one number, asking for "Joe," and was evidently told he was not in. She phoned one more number, evidently getting the same response, however she said she would "call him at Citizens, but if she missed him to have him call her right away as she had a woman who wanted to buy immediately." She called a third number, [fol. 1367] asking for "Joe," and located him. She repeated,

while I was still at her desk, that I wanted a car and wanted one today. She asked how long he would be there, then asked me if I could make it to Eagle Rock by 12:15, that he would wait till then for me. I agreed and she wrote the name and location of the Citizens Chevrolet on a slip of paper with the name of "Joe Palooka" and told me to ask for him personally, and not to mention *MORE Inc* as if I did, I would get *no place*. This slip in Mrs. Enright's handwriting, I enclose.

I arrived at Citizens' Chevrolet at 2030 Colorado Blvd, in Eagle Rock at approximately 12:30. There were several [fol. 1368] men "on the floor." One of the salesmen asked if he could help me. I asked for "Joe Palooka." He indicated a man talking on the telephone, saying he would be with me in a few minutes. At the termination of his telephone conversation, he approached me, calling me by name, Miss Oelwein. He said, "let us go out back and look at the cars." We went out to the service department where several cars were located. Taking me to one side, he said, "Don't mention More." I replied, I had been told by Mrs. Enright, not to. He asked me if she had quoted prices—I said yes, that I knew exactly what I wanted and its cost. He asked [fol. 1369] me if I had a color preference. I said no. He showed me several cars on the floor, I asked if that was the extent of their stock. He said "no, we've a couple hundred cars. I told him I had seen one in a parking lot that I liked in a creamy beige color. He said, I am sure we have one. He called an Edyth Karl over and asked her to see if they had one in stock. She went to the office and returned with a tray of cards on cars in stock, saying they had only one in stock. She showed me the card with the list of equipment on the car. I said it was precisely what I wanted. "Joe Palooka" (age between 30 and 40, height approximately 5' 10", husky—dark hair, swarthy, rough complex- [fol. 1370] ion.) and I went into an office where I was introduced to one Mr Ed. Dragna who was busy with other customers. "Joe Palooka, on introducing us said to Mr Dragna, "This is the woman I told you about earlier that was coming in." I asked "Joe" how much this particular would run. Mr Dragna told "Joe" to figure it out. "Joe", on a piece of scratch paper wrote figures and totaled them to \$2828. He told me he was "just an outside man" and was going to have

to leave, and that he would have the order written up for me by some one else. He called Edyth Karl in who, using the total figures written by "Joe Palooka", wrote up the order and signed same. I enclose, the duplicate. I handed [fol. 1371] her a personal check in the amount of \$25.00 made out to Citizens' Chevrolet, and am to take delivery of this car, a new 1961 Chevrolet Impala Sport Coupe, Almond Beige in color—serial # 11837L-108868 on the afternoon of February 28, 1961.

I hereby swear that the statements herein are true, and that I am willing to so state in Court and under oath.

Inez A. Oelwein, 2420 Yearling St., Lakewood, Calif.,
More Inc., Membership card # 135691.

DATE 5-25-1962

PURCHASER'S NAME Gray Co. Delivers
PURCHASER'S ADDRESS 428 Yearling st., Redwood City
ONE: Regt. 41681 BUS. SALESMAN Earl or Dwyer
PLEASE ENTER MY ORDER FOR NEW USED 1961 Chev TRUCK COLOR Black
TO BE DELIVERED ON OR ABOUT Feb. 28 1961 MODEL 1437 TYPE Impulse 4-11-1961
SERIAL # 1157K-108868 MOTOR # 5232 KEY 5019 STOCK # 5232

MAKE & YEAR OF USED CAR	SERIES	ON CAR TO	CASH DELIVERED PRICE OF UNIT	
BODY TYPE				
LICENSE NO.				
BALANCE OWED TO				
ADDRESS				
USED CAR ALLOWANCE				
PAYOFF (CK. #)				
#1 - NET ALLOWANCE ON USED CAR				
OVER ALLOWANCE				
#2 - CASH WITH ORDER R#				
#2 - DEPOSIT (NON-REFUNDABLE)				
TOTAL CREDIT (TRSF TO RIGHT COLUMN)				

REAL OWNER same
ADDRESS same
#4 - IF TIME SALE, TIME BALANCE TO BE PAID ACCORDING TO
CONDITIONAL SALES CONTRACT AS FOLLOWS:

PAYMENT OF \$	DUE	
PAYMENT OF \$	DUE	
PAYMENT OF \$	DUE	
AND MONTHLY PAYMENTS OF \$	STARTING	
THE DAY OF		

I HAVE READ THE MATTER ON THE BACK HEREOF AND AGREE TO IT AS A PART OF THIS ORDER THE SAME AS IF IT WERE PRINTED ABOVE MY SIGNATURE.

THE FRONT AND BACK HEREOF COMPRISE THE ENTIRE AGREEMENT AFFECTING THIS ORDER AND NO OTHER AGREEMENT OR UNDERSTANDING OF ANY NATURE CONCERNING SAME HAS BEEN MADE OR ENTERED INTO. I HEREBY ACKNOWLEDGE RECEIPT OF A COPY OF THIS ORDER. THIS ORDER SUBJECT TO CORRECTION OF MATHEMATICAL ERROR BY OUR OFFICE.

THIS ORDER NOT BINDING UNTIL ACCEPTED BY DEALER

ACCEPTED BY Edyth Zell PURCHASER PLEASE WRITE NAME HERE X Gray Co. Delivers
DATE OF DELIVERY 5-25-62 REPORT OF SALE NO. 793
INVOICE NO. 7930 CUSTOMER COPY

GENERAL FACTORS

[fol. 1373]

CITIZENS CHEVROLET Co.
2030 Colorado Blvd.
Eagle Rock 41, Calif.

Edythe Karl or Eddie Dragna

Telephone CLinton 5-1491

Joe Palooka, Citizens Chevrolet, 2030 E. Colorado
Blvd., Eagle Rock.

[fol. 1374] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 142

Rec'd March 6 1961

BOB ERSKINE CHEVROLET

363 East Holt Avenue, Pomona, Calif—Na 2-1136

March 3, 1961.

Bob O'Connor
3325 Wilshire Blvd.
Los Angeles 5, Calif.

Dear Bob:

In a recent Motor Recorder I noted that *Bruder Chevrolet* had delivered a new new Chevrolet to one Jack Cork, 1401 Bonita Ave., La Verne, Calif.

Subsequently, we called on Mr. Cork who advised us that he had purchased this new Chevrolet from (or through) Fedco in San Bernardino and had taken delivery from Bruder Chevrolet in Hollywood.

Mr. Cork would not give us a copy of the order but he did state that he took delivery on January 19, 1961.

We thought you would want to know about this.

Sincerely, Bob Erskine.

BE:jg

cc: Fritz Bruder, 5950 Hollywood Blvd., Hollywood, Calif.

Mr. O'Connor:

Fritz Bruder called today (3/6/61). This car was ordered 12/19/61 and delivered 1/19/61. Was one of the orders on hand at the time of your conference.

DWH.

[fol. 1375] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 143

Rec'd March 20 1961

COLLIAU CHEVROLET COMPANY
711 Fair Oaks Avenue—South Pasadena, California
Sy 9-4101—Mu 2-2151

March 17, 1961.

Mr. Gene Staley, Gen. Sales Manager
Chevrolet Motor Division
General Motors Building
Detroit 2, Michigan

Dear Gene:

A group of dealers representing the three Los Angeles dealer associations just met with Mr. Bob O'Connor to present to him information concerning *discount house operations* in this area. We played a tape recording of a complete transaction covering the purchase of a Chevrolet through a discount house up to and including the delivery of the car to the buyer who was taken to the dealer by the discount house representative. Mr. O'Connor has the tape and I believe expects to call the dealer in and play the tape for him.

It appeared, a few weeks ago, as though the discount house operation was on the way out. Now, it appears, they have found new sources for Chevrolets (and other cars) and are in the process of again opening up full blast. Only a few of them have been quiet during this interim; some have continued their operation but on a semi-undercover basis.

Two of the interesting things brought out in one of these tape recordings and a fact which I have heard voiced on many occasions by people who have purchased through discount houses, are the following:

1. The discount house salesmen tell customers they get the cars *direct from the factory*, or that the factory ships the cars direct to one of their "Associates".

2. The discount house salesmen tell the customer that regardless of how delivery is made of the car, the buyer can look to any Chevrolet dealer for complete servicing and warranty work because the factory warranty gives him this assurance.

[fol. 1376] I made a suggestion to Mr. O'Connor, which was concurred in by the members of our group and welcomed by Mr. O'Connor, covering a program Chevrolet might follow that would help overcome our discount house problem. On my way back from the meeting the thought occurred that the suggestion would not only benefit Chevrolet, but would possibly be of interest to other divisions of the corporation.

My suggestion to Mr. O'Connor was simply that Chevrolet—on its own—publish one or more advertisements in the local papers in our area where discount houses operate, stating in substance, the following:

"Chevrolet Motor Division ships new Chevrolets and sells them *only* to its authorized Chevrolet dealers. Chevrolet cars are not supplied by Chevrolet Motor Division to any other organization or outlet. No one but a franchised Chevrolet dealer can buy new Chevrolets from the factory. To purchase a new Chevrolet, properly prepared and conditioned for delivery, and carrying the full factory warranty, it is suggested that you visit your local authorized Chevrolet dealer."

Actually, I think we could even go beyond the above paragraph by saying, in substance, that the standard Chevrolet warranty (Owner Protection Policy) applies only to the original purchaser by an authorized Chevrolet dealer at the time of the purchase, and signed by the dealer.

I certainly hope you will give some consideration to the foregoing suggestions, as we badly need your help in connection with the discount store situation as it exists here in the Los Angeles area.

Best regards, E. H. Colliau.
EHC:s

CC: Bob O'Connor, Eisaman, Johns & Laws Inc.

[fol. 1377] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 144

CHEVROLET-CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

Memorandum to File

March 27, 1961.

Upon receiving Mr. Cash's letter of March 24th, I was very concerned about both matters referred to therein.

First, a letter signed by a William H. Spoo, Jr., of Citizens Chevrolet Co., 2030 Colorado Blvd., Eagle Rock, California, in which was stated:

"We have been informed by Mr. Max Young, City Manager of Chevrolet, that we can no longer deliver new Chevrolets to your Members by means of the referral basis that we have used in the last seven years."

Secondly, the 4th, 5th and 6th paragraphs on page 2 of the Auto Dealer Business Letter dated March 22nd referring to Chevrolet wholesale personnel in connection with discount house sales of new cars.

At 2:00 PM this date I called Mr. Cash, expressing my concern to him. He promptly told me that upon receiving a copy of Mr. Spoo's letter, Bob O'Connor immediately contacted the dealer, Mr. William Newman, and this dealer later called Mr. O'Connor back and told him that he was sorry about the letter and that Mr. Spoo had admitted he had never discussed the subject with Max Young, which was likewise confirmed by Max Young who told Mr. O'Connor that he had not talked with Mr. Spoo. The dealer told Mr. O'Connor that he just could not understand why his employe would write such a letter and he asked Mr. O'Connor what he thought he should do about firing him. To this, Mr. O'Connor said that, obviously Chevrolet could make no recommendations insofar as a dealer's personnel was concerned and, certainly, he was making no recommendation in this case.

Insofar as the paragraphs on page 2 of the Auto Dealer Business Letter are concerned, Mr. Cash said that it was very obvious that there was a lot of gossip going around, probably by dealer employes, but that he was absolutely certain that all contacts on this subject have been handled on a basis beyond reproach and that no wholesale man ever told a dealer that he had to buy a car back which might have been sold through a discount house.

I told Mr. Cash that I certainly hoped that what he said was true, because the visibility of this Auto Dealer Business Letter was such that for such statements to be made, especially when they were untrue, could be quite dangerous if allowed to go unchallenged and for that reason I wanted to report this matter to the Legal Department to see if they felt that a letter should be written to the Editor of the Auto [fol. 1378] Dealer Business Letter demanding a retraction. However, I said I did not want to do this until I had absolute assurance from Mr. Cash as to the facts. Therefore, I asked him to call Mr. O'Connor to discuss this matter again thoroughly and call me back.

At 5:30 PM this date, Mr. Cash called me back and said that he had just concluded a long telephone conversation with Mr. O'Connor and said that neither he nor Mr. O'Connor would have any reason to hesitate should the Legal Department deem it advisable to demand a retraction from the Editor of the Auto Dealer Business Letter.

Mr. Cash told me that all the dealers in the Metropolitan Los Angeles area belong to one of three dealer associations who work together on their advertising programs. These associations, for some weeks now, have been shopping the various discount houses and whenever they are able to buy a new Chevrolet they go through with the deal with the cars being bought in the name of the attorney who works for the association. The associations themselves contact the selling dealer and, in practically all cases, find that the dealer did not realize that such a sale had been made and, in most cases, the dealer, we understand, has voluntarily bought the car back from the association. Chevrolet has had nothing to do with these cars being bought back, nor have they ever told a dealer that the dealer had to buy back such a car. In each of these cases, however, the association has reported to Mr. O'Connor that they were able to buy such a

car and the name of the selling dealer. In each such case, Mr. O'Connor has called the dealer into the Zone Office to again refer to the individual conference previously held with the dealer on this subject and to again refer to Mr. Roche's letter. All of these discussions have been handled by Mr. O'Connor personally with the dealer and in no case have there been any implied threats or demands involved.

I told Mr. Cash that, obviously, everyone had been very pleased with the high-grade manner with which this subject had been handled in the various conferences held with dealers and that we, of course, had to be sure any further discussions were handled on the basis of those in the past.

I told Mr. Cash that I was going to discuss this matter with the Legal Department, as well as the letter making reference to Max Young, and get their advice as to any further action we should take on these two cases.

L. N. Mays.

LNM/cc

3-28-61 This memo read over the phone to Mr. Cash and he confirmed it. LNM

[fol. 1379] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 146

WARREN BIGGS CHEVROLET
205 South Vermont Avenue—Telephone DUnkirk 3-2111
Los Angeles 4, California

September 30, 1959.

Dealers Diversified Services, Inc.
Advertising Consultants
3912 West Slauson Avenue
Los Angeles 43, California

To Whom It May Concern:

We hereby agree to sell our 1960 Chevrolet \$250 Corvair \$250 Corvette \$300 Trucks \$150 over actual invoice. We guarantee that a customer referred by you will in no case be charged more than the above price. If a raise in gross profit becomes necessary, we shall so advise your office in writing.

All accessories and options will be sold at our invoice, and extra services at time of delivery at our cost. Our price includes all pre-delivery services and regular new car warranty, the salesmans commission, and a \$50.00 on car and \$25.00 on truck fee payable to our office. All trades will be taken into our inventory at actual cash value.

The \$50.00 or \$25.00 fee will be paid to Dealers Diversified Services, Inc. for each new or used car sold and delivered at Warren Biggs Chevrolet, by referral from Dealers Diversified Services, Inc., and will be paid upon receipt of your billing.

We understand that our prices will be treated by you in the strictest confidence, and will not be advertised or circulated. Doc Blair will be the salesman designated to handle your account. We agree that we will send two exact copies of each purchase order to your office at time of delivery of new car, noting amount of over-allowance on trade, if such form of discount is used.

Sincerely, Warren Biggs Chevrolet, Warren Biggs,
President.

WB:gh

[fol. 1380] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 147

WARREN BIGGS CHEVROLET
205 South Vermont Avenue—Telephone DUnkirk 1-1211
Los Angeles 4, California

October 13, 1960.

Dealers Diversified Services, Inc.
Advertising Consultants,
3912 West Slauson Avenue,
Los Angeles 43, California.

To Whom It May Concern:

We hereby agree to sell our 1961 Chevrolets at \$250.00 over actual invoice, and our 1961 Chevrolet Corvettes at \$300.00 over actual invoice. We guarantee that a customer referred by you will in no case be charged more than the above price. If a raise in gross profit becomes necessary, we shall so advise your office in writing.

All accessories and options will be sold at invoice, and extra services at time of delivery at our cost. Our price includes all pre-delivery services and regular new car warranty, the salesman's commission, and a \$50.00 fee payable to your office. All trades will be taken into our inventory at cash value.

The \$50.00 fee will be paid to Dealers Diversified Services, Inc. for each new or used car sold and delivered at Warren Biggs Chevrolet by referral from Dealers Diversified Services, Inc., and will be paid upon receipt of your billing.

We understand that our prices will be treated by you in the strictest confidence, and will not be advertised or circulated. Buford Blair will be the salesman designated to handle your account. We agree that he will send two (2) exact copies of each purchase order to your office at time of delivery of new car, noting amount of over-allowance on trade, if such form of discount is used.

Warren Biggs.

WB
E

[fol. 1381] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 149

BRUDER CHEVROLET
"Friendly Service"

5950 Hollywood Blvd.—Hollywood 7-2181
Hollywood 28, California

October 30, 1957.

Autoresco
3912 West Slauson Avenue
Los Angeles 43, California

To Whom It May Concern:

We hereby submit the enclosed prices on our 1958 Chevrolet, Invoice plus \$275.00.

We guarantee that a referral customer will in no case be charged more than the enclosed prices. If a raise in prices becomes effective, we shall submit four (4) new price lists.

The enclosed prices include all pre-delivery service and regular new car warranty, the salesman's commission, and a \$50.00 fee payable to your office. The \$50.00 fee will be paid to Autoresco for each car sold and delivered at Bruder Chevrolet by referral from Autoresco, and will be paid upon receipt of your billing.

All trade-ins will be taken into our inventory at actual cash value. All accessories will be sold at invoice, and extra services at our cost.

We understand that the enclosed prices will be treated by you in the strictest confidence, and will not be advertised or circulated.

We agree to send two exact copies of each purchase order and two copies of your appraisal forms to your office immediately upon delivery of the new car.

Very truly yours, Bruder Chevrolet, Paul O'Sullivan.

PO:ls
(3) cc

Trucks: Cost plus 100.00, pay \$25.00—no Corvettes—

[fol. 1382] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 151

BRUDER CHEVROLET
"Friendly Service"
Hollywood 7-2181—5950 Hollywood Blvd.
Hollywood 28, California

September 29, 1959.

Dealers Diversified Services Inc.,
Advertising Consultants
3912 West Slauson Ave.,
Los Angeles 43, California.

To Whom It May Concern:

We hereby agree to sell our 1960 Chevrolet Passenger and Corvairs at \$250.00 over actual invoice. We guarantee that a customer referred by you will in no case be charged more than the above price. If a raise in gross profit becomes necessary, we shall so advise your office in writing.

All accessories and options will be sold at our invoice, and extra services at time of delivery at our cost. Our price includes all pre-delivery service and regular new car warranty, the salesman's commission, and a \$50.00 fee payable to your office. All trades will be taken into our inventory at actual cash value.

The \$50.00 fee will be paid to Dealers Diversified Services, Inc. for each new or used car sold and delivered at (name of —Bruder Chevrolet by referral from Dealers Diversified Services, Inc., and will be paid upon receipt of your billing.

We understand that our prices will be treated by you in the strictest confidence, and will not be advertised or circulated. Merritt Harvey and Henry Adams will be the salesmen designated to handle your account. We agree that they will send two (2) exact copies of each purchase order to your office at time of delivery of new car, noting amount of over-allowance on trade, if such form of discount is used.

Yours very truly, Bruder Chevrolet, M. Harvey.

[fol. 1383] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 152

BRUDER CHEVROLET
Hollywood 7-2181—5950 Hollywood Blvd.
Hollywood 28, California

October 1, 1960.

Dealers Diversified Services, Inc.
Advertising Consultants
3912 West Slauson Avenue
Los Angeles 43, California

To Whom It May Concern:

We hereby agree to sell our 1961 Chevrolet at \$240.00 over actual invoice. We guarantee that a customer referred by you will in no case be charged more than the above price. If a raise in gross profit becomes necessary, we shall so advise your office in writing.

All accessories and options will be sold at invoice, and extra services at time of delivery at our cost. Our price includes all pre-delivery service and regular new car warranty, the salesman's commission, and a \$50.00 fee payable to your office. All trades will be taken into our inventory at cash value.

The \$50.00 fee will be paid to Dealers Diversified Services, Inc. for each new or used car sold and delivered at Bruder Chevrolet by referral from Dealers Diversified Services, Inc., and will be paid upon receipt of your billing.

We understand that our prices will be treated by you in the strictest confidence, and will not be advertised or circulated. Mr. Henry J. Adams will be the salesman designated to handle your account. We agree that he will send (2) exact copies of each purchase order to your office at time of delivery of new car, noting amount of over-allowance on trade, if such form of discount is used.

Very truly yours, Bruder Chevrolet, Cecil R. Glover,
General Manager.

CRG:w

[fol. 1384] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 153

BRUDER CHEVROLET
Hollywood 7-2181—5950 Hollywood Blvd.
Hollywood 28, California

January 3, 1961.

Dealers Diversified Services, Inc.
Advertising Consultants
3912 West Slauson Avenue
Los Angeles 43, California

Gentlemen:

It is with regret that due to circumstances beyond our control, we will be unable to sell new Chevrolets on a referral basis, as outlined in our letter dated October 1, 1960.

Thank you for all past courtesies, and if in the future some new arrangements can be agreed upon, we will so advise.

Very truly yours, Bruder Chevrolet, Cecil R. Glover,
General Manager.

CRG:dj

cc: Henry J. Adams, James DePree.

[fol. 1385] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 158

PARKWOOD CHEVROLET
Telephone Metcalf 30781
5059 Lakewood Blvd., Lakewood, Calif.

May 25, 1957.

Mr. Jim Deupie
3912 W. Slawson
Los Angeles, Calif.

Dear Mr. Deupie,

These are guaranteed prices that you may quote on 1957 Chevrolet's, and we will pay you \$50.00 per car. Please send all customers to Joe Jones as your Fedco representative. Prices on all 6 cylinder cars as follows:

Bel Air Series

2402—2 Door Sedan	\$2062.00
2403—4 Door Sedan	\$2102.00
2409—4 Door Wagon	\$2328.00
2413—Sport Sedan	\$2160.00
2429—Nomade Wagon	\$2465.00
2434—Convertible	\$2273.00
2454—Sport Coupe	\$2110.00

210 Series

2102—2 Door Sedan	\$1974.00
2103—4 Door Sedan	\$2012.00
2109—4 Door Wagon	\$2229.00
2113—Sport Sedan	\$2085.00
2119—4 Door Wagon	\$2314.00
2124—Del Ray Coupe	\$2001.00
2129—2 Door Wagon	\$2187.00
2154—Sport Coupe	\$2027.00

150 Series

1502—2 Door Sedan	\$1878.00
1503—4 Door Sedan	\$1912.00
1512—Utility Sedan	\$1787.00
1529—2 Door Wagon	\$2114.00

Extras:

V8 Engine	\$77.00
Power Glide	\$150.00
Turbo Glide	\$180.00
Power Pack	\$34.60
Deluxe Heater	\$54.00
Standard Heater	\$36.00

Have your car serviced while you shop at America's most complete shopping center.

James M. Snow, Sales Mgr.

[fol. 1386] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 162

GLENN JONES CHEVROLET
14925 South Paramount Boulevard
Phone Metcalf 0-5861—Nevada 6-3700
Paramount, California

January 30, 1960.

Dealers Diversified Services, Inc.
Advertising Consultants
3912 West Slauson Avenue
Los Angeles 43, California

To Whom It May Concern:

We hereby agree to sell our 1960 Chevrolets at \$250.00 over actual invoice. We guarantee that a customer referred by you will in no case be charged more than the above price. If a raise in gross profit becomes necessary, we shall so advise your office in writing.

All accessories and options will be sold at our invoice, and extra services at time of delivery at our cost. Our price includes all pre-delivery service and regular new car warranty, the salesmans' commission, and a \$50.00 fee payable to your office. All trades will be taken into our inventory at actual cash value.

The \$50.00 fee will be paid to Dealers Diversified Services, Inc. for each new or used car sold and delivered at Glenn Jones Chevrolet by referral from Dealers Diversified Services, Inc., and will be paid upon receipt of your billing.

We understand that our prices will be treated by you in the strictest confidence, and will not be advertised or circulated. Mr. McLaughlin, will be the salesman designated to handle your account. We agree that he will send two (2) exact copies of each purchase order to your office at time of delivery of new car, noting amount of over-allowance on trade, if such form of discount is used.

Sincerely, Glenn Jones Chevrolet, G. V. JONES,
Owner.

GVJ:sw

(10.1.1987) GLENN JONES CHEVROLET

14925 S. Paramount Blvd.
PARAMOUNT, CALIF.

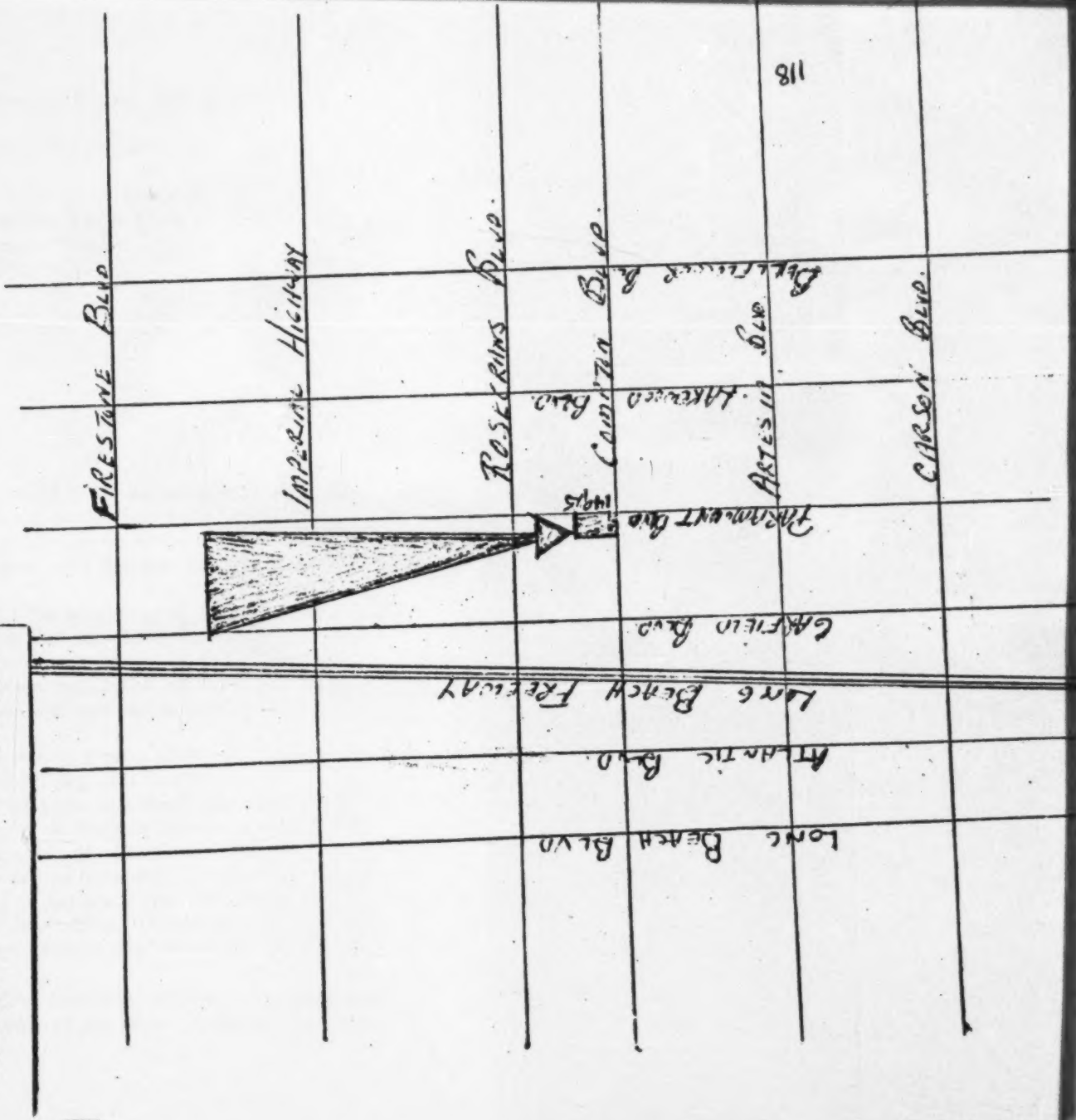
GLENN JONES CHEVROLET

14925 South Paramount Boulevard
Phone MErcalf 0-5861 • NEVada 6-3700
PARAMOUNT, CALIFORNIA

J. R. "DICK" McLAUGHLIN
Sales Mgr.

MErcalf 0-5861

NEVada 6-3700



[fol. 1388] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 163

CITIZENS CHEVROLET COMPANY
2030 Colorado Blvd.—Eagle Rock 41, Calif.
Sales Service
Clinton 6-4128

September 20th 1958.

Asst—Wally Pirmess
Joan Miller
Fedco Corp
3912 West Slauson
Los Angeles, 43, Calif.

Dear Joan,

Per our phone conversation we have outlined the basis for our mutual agreement in serving your people.

We want to be competitive at all times and we want you to call Mr. Will Newman and discuss the situation with him personally.

We all realize that at the beginning of a new model run it is impossible to have the cars desired on hand so we'll probably have to factory order most of them for awhile.

Agreed that all models will be at \$215.00 over dealer cost billing and all local options and accessories at dealer net.

We agree to participate in Dealer Diversified Advertising on the basis of \$50.00 per unit delivered.

We understand that if their is a trade involved and the customer is turning it in on the new car we get the trade. All trades will be evaluated at true Wholesale.

In regard to trucks it has been such a competitive field that it would be hard to set up a fast rule on price and still be in the Dealer Diversified advertising. But we believe that all truck deals can be worked out to every-one's satisfaction.

We use "Automotive Invoicing Service" Bakersfield, Calif. as a guide in invoicing car sales. It has proven to be very accurate.

In order that we can better take care of your people and serving them properly if Mr. Bill Spoo isn't available at the time you should call then talk to Mr. Jack Head or Mr. Will Newman.

We'd appreciate the opportunity of meeting the Heads of your organization at the earliest convenience.

Thanks for the opportunity of serving you and may it be a profitable and lasting relationship.

25% of gross—

Sincerely, W. S. Newman, Owner.

Bill Spoo, Fleet Mgr.

[fol. 1389] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 170

June 9, 1960.

R. M. O'Connor, Zone Manager
Chevrolet Motor Division
3325 Wilshire Boulevard

Dear Mr. O'Connor:

Recently I noticed an ad in the local paper from Leonard's new store in Garden Grove that a person could save a considerable amount of money by purchasing new cars through their store. After I discussed the matter with Mr. Hopper, I contacted the store in question and found that they had three apparently new cars on the floor—a Corvair, Ford, and another make not known to me. I attempted to open the door of the Corvair to ascertain the serial number and found it to be locked. There was no Manufacturer's Suggested Retail Price sticker on the car, but license number TAY 697 was attached.

There was a sign on the car "For Display Only". I picked up a circular lying on the fender of the car (copy attached), and approached a representative regarding the purchase of a 4-door Impala. When I asked the representative for prices, I started to make notes on the circular, and he requested that I use a scratch pad which he furnished, rather than having any prices on the circular because they did not wish to have their name identified with any particular price which might be quoted. He remarked that the dealers did not like their organization and they would like to get hold of something like this that they could identify with their name; that they tried to protect the buying public from the injustices of dealers concerning prices, financing, and other miscellaneous matters; that G. M. A. C. charged a 7½% rate for financing, whereas theirs was only 6% through Citizens National Bank. Their general attitude was that none of the dealers could be trusted, and the only safe way to buy a car was through their organization.

Upon my return to the office, I contacted the Motor Car Division Association and learned that the license in question (TAY 697) was issued to William R. or Laverne

Harbour, 14991 Hubbard Street, San Fernando, and that the serial number was 00569W157094, which you can see covers a 1960 Corvair, and not a 1959 as recorded in the original records.

[fol. 1390] I contacted Mr. Harbour by telephone (the number is Empire 5-8787) and learned that he was dissatisfied with the Corvair and had traded this on a 1960 Station Wagon, and that he had purchased the car through a broker. He did not remember the name, but said he had taken delivery through Allen Gwynn.

During the course of my conversation with Leonard's, they informed me that they received a rebate of \$25.00 per car from the Chevrolet Motor Division because they sold approximately 400 cars per month. He also stated that on Pontiacs they received a rebate of \$40.00 from the factory. He stressed the fact that they could deliver any car that was manufactured.

The prices quoted on the car without options was approximately \$200.00 over cost, and the options were at what he claimed was dealers exact cost, which I found to be correct after checking.

I attempted to learn if there were any licenses posted, and found that there were two in a corner not accessible to me. However, I could see the letters AAAA, which apparently attempted to identify them with a posted sign of the 4A's Auto Sales, Inc. I do not know what these licenses covered.

Yours truly, J. N. Armour, Business Manager,
Eddie Hopper Chevrolet.

The above letter was written at my request. Last month we lost several deals on which we had firm orders. In one case the quoted price was \$138.00 over our cost. We have been advised that this company mailed several thousand pieces of literature in regard to the sale of cars in our vicinity. We have learned from an outside source that the 4A's main office is located at 2514 W. Olympic Boulevard, Los Angeles.

E. N. Hopper, President.

Enc. 1

CC: J. Faust, Chev. Motor Div.

A/y

[fol. 1391] Airport Village—Cranshaw—Inglewood—Pico
—Westwood

LEONARDS
Main Store
International
12891 Harbor Blvd.—Garden Grove, Calif.
JEfferson 7-5000

Dear Customer:

The management recommends that you visit our Automobile Department. You can now make arrangements to purchase the car of your choice, at any time of the year at a substantial savings to you. Our one and only low price to you eliminates the many loop-holes, gimmicks, and pitfalls normally associated with buying a new car.

This plan provides:

- ... Lowest Rate Bank Financing . . .
- ... All Cars Obtained Locally . . .
- ... Complete Factory Warranty and Servicing . . .
- ... Trade-ins Accepted . . .
- ... Low Insurance Rates . . .
- ... 100% Honest Dealings . . .
- ... Guidance of Unbiased Automobile Men to Assist
You in Your Selection of a New Car . . .

The following procedure is recommended:

1. Decide on Make, Model, Equipment & Color.
2. Complete your shopping for the automobile, so that you have established the best price you can purchase a car on your own.
3. Be prepared to place an order.
4. Sorry, no prices by telephone.

Customers who have used this plan have effected considerable savings in money and time.

816
[fol. 1392] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 171

LOSOR CHEVROLET DEALERS ASSOCIATION

HEmlock 5-4844

Room 2, Security First National Bank Building

First Street at Pine Avenue

Long Beach 2, California

June 28, 1960.

A general meeting was held this date at the Captain's Inn. Guests of Losor were Mr. Johns and Mr. Eisamen who showed films and slides of the planned advertising for Chevrolet through both the Democratic and Republican convention. Mr. Stack of Palm Springs was also a guest of Losor.

Mr. Don Steves announced that Mr. Red Cone was the newly elected secretary of the Southern California Car Dealer's Association. Mr. Cone made the report that their first interest was the discount houses and how to go about eliminating this menace from the car business. At the present time the law firm of Aiken, Getz and Manning are checking into the finer points of the dealer licensing law and. To date no report has been forthcoming. The Orange County dealers have expended \$750.00 to Cameron Aiken for this report. It was then discussed whether tighter legislation might be the future answer or if the best move was to go directly to Chevrolet Motors and lay the problem in their lap. Mr. Owen Keown made a motion which was seconded by Mr. Red Cone that a committee who had definite proof on the dealers who were furnishing these cars to the various discount houses be named to the committee to call on Mr. O'Connors along with the board of directors. This was unanimously approved. Those on the committee are: Mr. Eddie Hopper, Mr. Owen Keown, Mr. Red Cone, Mr. Bob Brokaw, Mr. Chet Henson, Mr. Ralph Williams and the board. They will be notified time and place of meeting.

Mr. Don Steves then brought up the idea of the Service Managers having their own forum within Losor. The dealers are to go back and discuss this with their service managers and make a report at the next meeting. Mr. Fred

Logan then conducted the business management portion of the program in the absence of Mr. Lucado.

No further business, meeting adjourned.

John Hessel.

[fol. 1393] Frank Swift, Jr. gave a short report on the planned annual meeting in November.

Mr. Henson then introduced Mr. Glenn Roberts, attorney for the Foothill Association, who gave a short talk regarding dealer and salesmen licensing law.

Mr. John Hessel, in the absence of Mr. Keown, presented the business management portion of the meeting.

No further business, meeting was adjourned.

John Hessel.

[fol. 1394] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 172

LOSOR CHEVROLET DEALERS ASSOCIATION
HEmlock 5-4844
Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

July 26, 1960.

A general meeting of Losor dealers was held this date at the Captain's Inn in Long Beach.

First on the agenda was the subject of discount houses. Mr. Keown gave a report on the meeting held with Mr. O'Connors on this subject. Mr. O'Connors stated that he would call on the eight dealers reported selling to discount houses. After Mr. O'Connors had called the offending dealers it was decided that a committee of Losor dealers would follow up with a visit to each of these dealers. Nothing further has been heard on this subject as Mr. O'Connors is on vacation.

The question of Losor having their own service managers meetings was further discussed. Mr. Steves polled each dealer and in the final count it was decided to begin setting up a Losor Service Managers club. It was requested that each meeting at least 2 dealers attend. More to be discussed on this later. Mr. Bill Barnett made a motion that the board of directors meet with the members of the other two trading bureaus to set up three new service managers clubs and that the dealers work with the men to form a firm foundation for the new clubs. Motion carried.

Mr. Steves polled each dealer for their suggestions on what they would like discussed at a meeting of all the board members of each association. This meeting to be held later on this month.

In the absence of Mr. Lucado, Mr. Fred Logan conducted the business management portion of the meeting. No further business, meeting was adjourned.

Jack Hessel.

[fol. 1395] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 173

LOSOR CHEVROLET DEALERS ASSOCIATION
HEmlock 5-4844
Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

September 27, 1960.

At a meeting of the board of directors before the general meeting the board approved the bill from Foothill Dealer's Association for the "Fabulous 400" party for salesmen. The board also approved the purchase of a Victor Calculator.

A general meeting was held this date at the Captain's Inn. The financail statement was read and approved. Minutes of the previous meeting were not read.

Mr. Bill Barnett gave his report on the Honolulu trip and approximate figure needed to make the trip. Mr. Abe Cone made the motion that \$15000. with a top of \$17000.00 be appropriated. Frank Swift, Sr. seconded the motion and it was duly approved.

Mr. Red Cone made a motion that those dealers unable to attend be reimbursed on a pro-rate basis. This was seconded by Mr. Owen Keown and duly passed.

Mr. Owen Keown reported that Mr. Conners, Zone Manager, had called on each dealer selling to discount houses and requested them to please stop this source of supply. Now a committee of 5 dealers should be appointed from the 3 Dealer organizations to call on the offending dealers to ask their cooperation.

Mr. Don Steves then read the recommendation of H. Burdette Fredricks, attorney, amending and recommending changes in the by-laws. These recommendations to be read again at the next meeting before final approval.

Mr. Steves then read the letter regarding the quality Dealer Award given by the Saturday Evening Post and asked all dealers to give this some serious thought.

Mr. McGlaughlin, head of Long Beach Motor Car Association, then gave a short talk on how to fight discount

houses and also added some information on union activities. He announced that Mr. Lertin would continue to carry on with Dealer's Employers Association after the death of Fred Petruich.

The dealers were polled on Losor having their own Service Managers Club. As more dealers were in favor of this action, Mr. Steves asked Mr. Cormier to have Mr. Mike Allen head up the committee to get this association started.

The floor was then opened to general discussion of union activities. After much discussion it was decided that each dealer would send in a list of his salesmen and the salary earned for an 8 months period. This information would be [fol. 1396] compiled and sent to each dealer. He could in turn compare his wage scale to other dealers.

Mr. Lucado then conducted the business management portion of the meeting.

No further business, meeting was adjourned.

John Hessel.

[fol. 1397] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 174

LOSOR CHEVROLET DEALERS ASSOCIATION
HEmlock 5-4844
Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

October 27, 1960.

A general meeting was held this date at the Captain's Inn, Long Beach.

John Hessell made a motion to dispense with the reading of the minutes and the financail report as each dealer had been supplied a copy of same.

Don Steves reported that the plans for the Losor Service Managers Club were moving along nicely.

Harold Ostrom then brought up for discussion wholesale parts. It was decided to let each dealer handle this matter on his own rather than have a group policy.

Mr. Dor Steves read the suggested changes in the by-laws. These changes were agreed to by all dealers present.

Mr. Bill Barnett reported on the Honolulu trip.

Mr. Keown then gave a report on the progress made regarding dealers selling to discount houses. After this report Mr. Keown then conducted the business management portion of the meeting.

No further business, meeting was adjourned.

—, —.

[fol. 1398] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 175

LOSOR CHEVROLET DEALERS ASSOCIATION
HEmlock 5-4844
Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

November 10, 1960.

The annual meeting of the Losor Chevrolet dealers was held this date at the Waialae Country Club.

Mr. John Hessel reported that the changes had been read twice on the recommended changes in the by-laws. Mr. Barnett moved the reading of the ammendments be dispenses with. This was seconded by Jim Crooker and passed unanimously.

Mr. Keown reported on the discount house problem. It was decided that each dealer and all their salesment would write and wire Mr. Jack Gordon, Mr. Staley and Mr. Cole asking that something be done regarding this situation. All dealers agreed to write or wire at once.

The election of officers was then held. The new officers are:

Mr. Chet Henson, President
Mr. John Hessel, Vice President
Mr. Red Cone, Secretary-Treasurer
Mr. Owen Keown
Mr. Don Steves

No further business, meeting adjourned.

[fol. 1399] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 176

LOSOR CHEVROLET DEALERS ASSOCIATION

HEmlock 5-4844

Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

January 26, 1961.

To: Losor Dealer Members

It is the suggestion of your board of directors, in appreciation of the fine job Chevrolet Motors has done in stopping the sale of cars to discount houses, that you and your salesmen send letters or wires to whom you addressed your original complaint to, thanking them for a job well done.

We feel it is just as important to thank those responsible for cooperating with us as it is to bring to their attention any malpractice in the automotive industry. Each letter should be in your own wording, expressing your appreciation and your wish to cooperate in any way possible to keep this condition from arising in the future.

Thanking you for your cooperation,

Yours truly, Board of Directors, Losor Chevrolet
Dealer's Assn.

[fol. 1400] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 177

LOSOR CHEVROLET DEALERS ASSOCIATION
HEmlock 5-4844
Room 2, Security First National Bank Building
First Street at Pine Avenue
Long Beach 2, California

April 6, 1961.

A meeting was held this date at the Captain's Inn, Long Beach. Seventeen dealers were in attendance.

Mr. Chet Henson brought the meeting to order. Mr. Bill Barnett made a motion we dispense with the reading of last months minutes, seconded and approved. The secretary read the financial report which was approved as read.

The secretary was instructed to write a letter to Chevrolet Motors division, attention Mr. O'Conner, with carbon copies to the presidents of the other two associations, notifying them that in the future the Losor dealers will allow their managers only one day away from their dealership to attend out of town functions.

Mr. Joe Eisaman of Eisaman & Johns was present to show advance films on the planned advertising for the next few months.

MIC insurance and GMAC financing problems were discussed.

Mr. Keown then conducted the business management portion of the meeting. No further business, meeting was adjourned.

_____, _____.
Prior to the general meeting, the board of directors met and voted \$5000.00 to Glenn Roberts Trustee Account for legal fees for investigation relating to unauthorized and unlicensed automobile sales. The secretary was instructed to issue this check.
_____, _____.

[fol. 1401] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 178

Dealers Service Inc.

MINUTES OF DIRECTORS' MEETING

December 21, 1960

Dealers' Service Inc. Office

The meeting was called to order by Chairman Shammas at 10.10 A.M. Those present consisted of Pres. Shammas and Directors Wilson, Newman, Nugent, Bruder and Cashman and alternates Kenneth Sopp and Vandenberg. Absent, Vice Pres. Warren Biggs.

Vandenberg introduced for discussion, the subject of the promotion by the Chevrolet Dealers, of a program of Junior activities, in the interest of good public relations, which proved interesting to the Directors, and was followed on the same subject by Cashman who thoroughly endorsed such an activity.

Chairman of Finance, Ray D. Wilson, presented the Directors with a brief and clear report on the potential status of Dealers' Service Inc. as of January 1st, 1961, which met with the approval of the Directorate.

Chairman Shammas took up the subject of Public Relations and recommended that economy in financing such a project be given careful consideration.

Cashman brought up for discussion the subject of alleged overpay to Dealers' Service Inc. of certain cars that were shipped to their Pasadena store, but paid for and originally billed to Enoch Chevrolet. After some discussion, the Directors decided that the Pasadena store should assume the charges under consideration.

Shammas introduced for discussion the subject of Discount Houses in the new car field, which are definitely progressing along lines that are not in the best interests [fol. 1402] of the Dealers or their sales personnel. Cashman gave a thorough discourse on the above subject, in order to help ascertain who and what constitutes the various dis-

count houses, and was followed by Vandenberg on the same subject.

Kenneth Sopp talked on the subject of legitimate profits in the automobile retailing business; and suggested that the matter be given very careful consideration for the immediate future.

Nugent suggested that if all car and truck sales are directed through the regular sales personnel, much dubious business can be eliminated.

On a motion by Sopp, second by Vandenberg, the secretary was instructed to follow last years procedure in allocation of this year's Christmas funds, to the persons concerned with same. Motion carried.

The meeting was adjourned at 12.20 P.M.

N. N. Shammas, President, Rudolph Kysela, Secretary.

[fol. 1403] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 184

Rec'd June 23 1960

CONE BROTHERS

Service After the Sale

Telephone Keystone 5-1143—215 North Los Angeles Street
Anaheim, California

June 22, 1960.

Mr. Jerry Faust,
Chevrolet Motor Div.,
3325 Wilshire Blvd.,
Los Angeles 5, Calif.

Dear Jerry:

It appears that the franchise system is pretty well sunk, unless we can this situation. Please take a look at Page 23, and draw your own conclusions.

The dealers delivering these cars are probably already known to you. If not, it will not be difficult to supply you with this information.

Thank you for your fine cooperation.

Yours truly, Cone Bros., By C. D. Cone.

Could policy be modified so that warranty would be honored only on cars purchased from Chevrolet dealer? Could DMV insist on facilities comparable to factory standards before issuing license?

AUTOMOBILE GOSSIP



Report from Germany states that a vehicle called the Amphicar, described as 85% automobile and 15% boat will appear on the American market in the very near future. What next, flying automobiles . . . ?

Ford Motor Company has already outbuilt the "big Ford" with the Falcon, and Valiant is now slightly ahead on production over its brother Plymouth . . . compact cars seem to be exactly what the automobile conscious American public wanted!

COMPACT SPECIFICATIONS: Here's how they compare . . .

	Wheelbase	Length	Horsepower	Weight	Factory Suggested List Price F.O.B.	
					2-Door sedan	4-Door sedan
Comet	114	194.9	90	2,412	\$1,998	\$2,053
Falcon	109.5	181.2	90	2,288	1,912	1,974
Corvaire	108	180	80	2,375	1,984	2,038
Lark 6	108.5	175	90	2,605	1,976	2,046
Rambler American Deluxe	100	178.3	90	2,469	1,795	1,844
Rambler 6 Deluxe	108	189.5	127	2,948	—	2,098
Valiant V-100	106.5	183.7	101	2,635	—	2,053
					2-Door Wagon	4-Door Wagon
Comet	109.5	191.8	90	2,661	\$2,310	\$2,364
Falcon	109.5	189	90	2,633	2,225	2,287
Lark 6	113	184.5	90	2,805	2,366	2,441
Rambler American Deluxe	100	178.3	90	2,490	2,020	—
Rambler 6 Deluxe	108	189.5	127	3,055	—	2,427
Valiant V-100	106.5	183.7	101	2,881	—	2,365

The prices listed above are LIST prices for factory delivery. FREIGHT IS ADDITIONAL. We have co-operating dealers who handle the above mentioned compact cars at a SAVINGS. Be sure to obtain a referral at any of the FEDCO stores so that you or your guest may take advantage of the savings available. Remember that you may trade-in your present car if you so choose . . . the discount is not affected by whether or not you trade-in a car. In order to purchase a car it is necessary for you or your guest to apply in person for the referral, as we are not able to process mail or telephone requests. Factory delivery is available at additional savings.

THE FOLLOWING MAKES OF CARS ARE AVAILABLE ON REFERRAL TO OUR APPROVED DEALERS:

COMPACT CARS	OTHER DOMESTIC CARS	IMPORTED CARS
AMERICAN	BUICK	BMW ISETTA
COMET	CHEVROLET	BORGWARD
CORVAIR	CHRYSLER	DAIMLER
FALCON	CONTINENTAL	ENGLISH FORD
LARK	CORVETTE	HILLMAN
RAMBLER	DART	HUMBER
VALIANT	DE SOTO	METROPOLITAN
	DODGE	STUDEBAKER
	FORD	THUNDERBIRD
		PEUGEOT
		VOLVO
		SINGER
		SUNBEAM ALPINE
		TOYOPET
		TRIUMPH
		VAUXHALL

(ALSO LATE MODEL USED CARS)

AUTO VERSUS TRAIN

By
Supervising Inspector
RUSSELL E. FUSON
California Highway Patrol



One of the most tragic accidents encountered by Officers of this Department are those in which a motor vehicle is struck by a train. In most instances, the results are fatal to the occupants of the vehicle and on occasion, results in derailment of the train if the accident involves a large bus or truck.

During the first three months of this year, forty persons were killed in California in this type of collision. Most of these occurred at wig-wag controlled crossings and would have been avoided if the drivers had obeyed the provisions of the Vehicle Code relating to this type of crossing. Basically, the law provides that whenever a signal device is operating at a crossing, the motorist must stop within 50 feet but no closer than 10 feet to the crossing. The driver may then proceed if he can do so safely. Unfortunately, many drivers ignore the signals altogether and attempt to speed across the intersection ahead of the oncoming train. The loser in this race is inevitably killed or injured and in winning, can only hope for a few minutes of time saved in reaching his destination. This, at best, is very poor odds. Obedience to the law and good judgment would seem to pay off in large dividends and all motorists are urged to follow these simple rules and thereby effect a reduction in railroad crossing accidents.

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Today I WILL Drive Safely



[fol. 1405] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 185

Presentation of Discount House Activities

Presentation by Sales Section outlined the growth of membership discount stores and the establishment by some of these stores of a new car sales department.

Letter in acknowledgment of letters and wires from dealers and salesmen in Orange County, California, was read.

Decision was reached that a letter along similar lines should be made available for the Divisions to mail to all of their dealers.

Distribution Policy Group Meeting, Wednesday, December 21, 1960.

[fol. 1406] Discount Stores Having New Car Sales
Departments

During the past two years, there has been a marked increase in the number of membership discount outlets operating at various locations throughout the country. These discount stores retail a wide variety of both soft and hard goods. Some departments are company owned and operated, while other departments are operated by outside concerns on a lease arrangement.

The success of the discount house operation has encouraged many of these companies to establish additional outlets on a chain store basis. Two discount companies are known to have interests in stores located in five or six of the major metropolitan areas.

[fol. 1407] The most recent addition to the operation of some of these stores is the establishment of a new car sales department. These discount stores either purchase their new vehicles from authorized dealers for resale to members and their friends or by prearrangement with some authorized dealer they are in a position to make a deal with a customer for a price and then refer the customer to the dealer for delivery of the vehicle at the price established by the discount store. Such new car sales departments offer to effect delivery of any make of new car in accordance with the customer's specifications as to color, equipment, etc.

Following is a list of the companies operating discount stores reported to have new car sales departments operating in one or more of their stores:

[fol. 1408] Representative Group of Discount Stores and Those Operating New Car Sales Departments as Indicated

Name of Discount House & Headquarter Location	Stores With New Car Sales Departments	Location of Discount Stores
Consumers Mart of America, Inc. (Trading as C.M.A.) Phoenix, Arizona	X	1. Phoenix, Arizona 2. Anaheim, California 3. Oak Lawn, Illinois 4. Chicago, Illinois (4701 No. Harlem)
Federal Employes Distributing Company (Trading as FEDCO, Inc.) Los Angeles, California	X X X X	1. Los Angeles, Calif. (3912 W. Slauson) 2. San Bernardino, Calif. 3. Lakewood, California 4. Van Nuys, California 5. San Diego, California
Allied Buying Corporation (Trading as ABC Store) Santa Ana, California	X	1. Santa Ana, California
Federal Organization of Retail Enterprises, Inc. (Trading as F.O.R.E.) San Bernardino, California	X	1. San Bernardino, California
Martin's Discount Store Bakersfield, California	X	1. Bakersfield, California
The Big A Canoga Park, California	X	1. Canoga Park, California
C.I.O.C.O. Union Stores, Inc. (Trading as Union Store) San Bernardino, California	X	1. San Bernardino, California
Leonard's International, Inc. El Segundo, California	X	1. El Segundo, California
[fol. 1409]		
G.E.M. Stores, Inc. (Trading as GEMCO) Denver, Colorado	X X X X	1. St. Louis, Missouri 2. St. Louis, Missouri 3. Kansas City, Missouri 4. Denver, Colorado 5. Minneapolis, Minnesota 6. Honolulu, Hawaii 7. Hyattsville, Maryland
Federal Employes Dept. Stores, Inc. of Virginia (Subsidiary of G.E.M.C.O.) The Fed-Mart Corporation (Trading as Fedmart) San Diego, California		1. Alexandria, Virginia 1. San Diego, California 2. San Diego, California 3. Anaheim, California 4. Houston, Texas (DBA International Distributing Co. of Texas) 5. Phoenix, Arizona 6. Phoenix, Arizona 7. San Antonio, Texas 8. El Paso, Texas

Representative Group of Discount Stores and Those Operating New Car Sales Departments as Indicated—Continued

Name of Discount House & Headquarter Location	Stores With New Car Sales Departments	Location of Discount Stores
White Front Stores, Inc. (Wholly owned subsidiary) Interstate Dept. Stores, Inc., New York		1. Anaheim, California 2. Van Nuys, California

[fol. 1410] It is reported that discount stores operating on a referral basis offer cars to customers at prices of \$165 over dealer invoice. This amount of mark-up is reported to be in effect with Gemco and is divided as follows:

- \$90 to Delivering Dealer
- \$65 to Operator of the New Car Sales Department
- \$10 to Discount Store as rental payment for space occupied by New Car Sales Department
- \$90 to Delivering Dealer
- \$65 to Operator of the New Car Sales Department
- \$10 to Discount Store as rental payment for space occupied by New Car Sales Department

[fol. 1411] Discount stores do not provide any service facilities or assume any responsibility with respect to policy and warranty. Information provided indicates that new car purchasers are informed that service requirements, including policy and warranty adjustments, will be handled by any authorized dealer.

This activity has been expanding rapidly in Southern California. The Motor Car Dealers Association of Orange County, California suggested to all of its dealers and salesmen that they write or wire their factories regarding this matter. A number of letters and telegrams have been forwarded by dealers and salesmen in the Orange County area to both Mr. Gordon and to divisional executives. A carefully prepared reply was sent to these dealers, the text of which follows:

[fol. 1412] This will acknowledge receipt of your letter of November 28, 1960, addressed to Mr. John F. Gordon, President, General Motors Corporation, referring to the increas-

ing number of membership discount outlets in your area of sales and service responsibility offering new General Motors cars for sale to members and their friends. As you are no doubt aware, the Car Divisions of the Corporation have received similar letters and telegrams from a number of their dealers and employes of such dealerships in different sections of the country.

[fol. 1413] The substance of these communications, while varying in content, implies that General Motors Corporation as a manufacturer is either not aware of these practices or, that knowing about the situation refuses to recognize such practices as "unfair competition" to enfranchised dealers, as well as an unsound method for potential customers to invest in new General Motors products. Some have even suggested that General Motors condones these practices as a means of obtaining additional sales.

All these implications are entirely unwarranted, and reflect a lack of understanding by some of the General Motors Quality Dealer Program and the continuity of our efforts to implement the Program.

[fol. 1414] General Motors Corporation does not and has not sold its new passenger cars and trucks for resale to any outlets other than authorized General Motors dealers. Frankly, I believe every General Motors dealer knows this, but it appears that some of their employes may not be quite as well informed.

The reported recent expansion of the activities of so-called membership discount houses into the field of motor vehicle retail sales has been brought to our attention by members of our wholesale organizations of the Car and Truck Divisions.

[fol. 1415] Inquiries have been made, and we are advised that these discount outlets either (1) purchase their General Motors motor vehicles from General Motors dealers for resale to members and their friends, or (2) by prearrangement with some General Motors dealers, they are in a position to make a deal with a customer for a price and then refer the customer to the General Motors dealer for delivery of the vehicle at the price established by the discount house. In the latter event, the delivering General Motors dealer reportedly pays a substantial portion of the gross profit realized on the deal to the discount establish-

ment for division among the operator of the discount house, the operator of the automobile concession, and the automobile salesman.

[fol. 1416] Where the motor vehicles are purchased from a General Motors dealer and resold as new-used cars, the transaction is nothing more than what has generally become to be recognized in the trade as a "bootleg" sale. On numerous occasions during the past several years, the management of General Motors Corporation has gone on record with the General Motors dealer organization expressing our deep concern with respect to this practice, which is recognized as being most detrimental to the good will which has been established over the years for, and identified with, the dealer, the manufacturer and the product.

[fol. 1417] When a customer purchases a new-used General Motors car from one of the so-called discount houses, he reportedly does not receive a General Motors Dealer New Car Warranty as would the original purchaser of the vehicle. Furthermore, the discount house normally provides no service facilities for the after-purchase needs of the customer. In attempting to trade upon the capital facilities of authorized dealers, the discount house seller reportedly tells the customer to take his car to any authorized General Motors dealer for his service requirements. If the purchaser is not satisfied with the service he receives from the authorized dealer, he then blames General Motors because, as an owner of a General Motors product, he expects the same high degree of service which owners of General Motors vehicles have learned to enjoy over the years from the General Motors dealer organization.

[fol. 1418] While the management of General Motors Corporation has repeatedly pointed out the pitfalls of the "quick-profit" bootleg sale to its dealer organization, we have at the same time recognized the right of every dealer to lawfully resell his merchandise to anyone.

On May 3, 1957, the President of General Motors Corporation sent all General Motors dealers a copy of his letter-reply to a protest against bootlegging from the Automobile Dealers Association of Indiana. The following quotation is from that letter:

[fol. 1419] "For several years it has been quite clear to those who have kept informed as to the interpretation of

the antitrust laws that the Department of Justice has taken a firm position, both in statements and opinions, that any restriction upon the right of a dealer having title to motor vehicles to sell such motor vehicles to anyone, anywhere at any price, was a violation of the antitrust laws. Judicial opinions handed down over these years tended to confirm this interpretation.

"This 'right of the dealer to sell the motor vehicles to which he has title' as he pleases, is the key to these problems. It is the exercise of this right which first moves the motor vehicles into the bootleg channel. Even if there were extenuating circumstances which motivated the movement of cars into the bootleg channel, unquestionably there are many such sales by authorized dealers made solely for the purpose of obtaining a quick profit."

[fol. 1420] The procedure whereby some discount outlets, which offer new cars for sale, make a deal with a customer, and then, as prearranged with an authorized dealer, turn the transaction over to that dealer for closing and delivery of the vehicle, is being improperly characterized by some selling dealers as a "referral". Such arrangements, however, are far different from the casual practice in the industry whereby salesmen encourage referrals from friends and others who chance upon a prospective new car customer. The reports we have received indicate that these discount outlets are advertising new cars for sale at established business locations, frequently far removed from the location of the selling dealer. In effect, they in some instances represent the establishment of a second and unauthorized sales outlet or location contrary to the provisions of the General Motors Dealer Selling Agreements.

[fol. 1421] More importantly, arrangements of this type tend to downgrade the enfranchised dealer as a new car merchant in the eyes of the public. It is difficult to understand how any dealer who has invested thousands of dollars in capital equipment to merchandise new cars can be a party to an arrangement which permits a discount outlet to discredit his merchandising ability by offering new cars for sale at purported "savings" to the customer, and then not only assume the obligation for the sale but

also share his gross profit on the transaction with the discount house.

[fol. 1422] General Motors Corporation recognizes the problems raised by the discount house new car merchandising activities in your area. They are critical problems for the public, the franchised dealers, and the manufacturers. New car sales by these outlets do not represent one iota of additional business for the dealer organization or the factories. They represent no savings to the public but only result in a dilution of the gross profit on each transaction which would otherwise be made by the franchised dealers who have the service facilities and trained mechanics to insure the customer's enjoyment of his investment in a new car. Most importantly, they threaten the good will of the dealer organization, the manufacturer, and the product.

[fol. 1423] The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers and ask them to review their operations in the light of the critical nature of the problem as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house under the provisions of their General Motors Dealer Selling Agreement.

[fol. 1424] Let me assure you that we will continue our efforts to protect the good will of our products by every available legal means.

I would appreciate your reviewing this letter with your salesmen, so that they will more fully understand the position of General Motors with respect to the matters outlined herein. If any of your salesmen have written or wired us on this matter, this would serve as a means of acknowledging their letters.

[fol. 1425] This type of activity is also becoming well established in certain other areas of the country, like St. Louis, Kansas City and Washington, D.C. Because the dealers who are being solicited to supply new cars to discount stores may be located either in the immediate area or removed from it, there has been discussion regarding the advisability of

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sending a general letter to all General Motors dealers in the United States, similar to the one that was used to reply to the Southern California dealers. In contacting the General Sales Managers in connection with this activity, they were all in favor of such a letter being sent to all General Motors dealers.

[fol. 1426] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 186

Report for the month of April 1961

Pan Pacific Purchasing
3848 Crenshaw Blvd.
Los Angeles

April 20, 1961

Agent contacted Mr. Sud who offered a 1961 Chevrolet Convertible at "Fleet price". Mr. Tom Shigaki recended the order stating that they could no longer sell new Chevrolets or Pontiacs. He further stated that he was not a dealer but only an auto broker. No license was observed in the office.

Brockway Plan
1809 S. Brand Blvd.
Glendale

April 7, 1961

Agent contacted Mr. Paul Brockway who stated that he was a broker for credit unions and that he could furnish a 1961 Chevrolet. He further stated that he was supplied new cars by Allen Gwynn Chevrolet in Glendale. On April 20, 1961 a 1961 Chevrolet was delivered by Allen Gwynn through the Brockway Plan. The transaction was handled by a Mr. Dodge of Allen Gwynn Chevrolet. Mr. Dodge was aware that the sale was made through the Brockway Plan and the check for the full amount was made out to the Brockway Plan. The Vehicle was stored at the Glendale Depot of the Santa Fe Railroad. The parking ticket was turned over to the proper authorities. Mr. Brockway stated that he was a licensed fleet buyer. No license was observed at the Brockway office.

On April 22, 1961 another contact was made at the Brockway Plan and arrangements were made to purchase a 1961 Chevrolet Convertible. This transaction was handled by the same Mr. Dodge that delivered the above vehicle. He stated that Mr. Brockway was unavailable at

the time and that he was an employee of Allen Gwynn although Mr. Brockway had no connection with that firm he did buy his cars through them so he would give the same discount as Mr. Brockway would. He stated that Mr. Brockway was a licensed broker but not a dealer in Chevrolet. As per instructions no purchase was made.

Howell Motors
919 S. Brand Blvd.
Glendale

April 7, 1961

Purchase order was written on a 1961 Chevrolet Station Wagon by Bill Volding, employee of this concern. A \$20.00 deposit was given. Mr. Volding stated that Mr. Frank Kus k was his partner and that they were licensed to sell used cars and act as a leasing company and to sell to fleet buyers. He stated that they purchased their cars through Eddie Dragna of Citizens Chevrolet, Eagle Rock. As per instructions no buy was made and an attempt to recover the deposit is pending.

[fol. 1427] Union Store Auto Sales
9135 Central Ave.
Montclair

April 25, 1961

Salesman Russ Sandler was contacted and arrangements were made to purchase a 1961 Chevrolet. A \$50.00 deposit was made to Vern Anderson who stated that they were licensed dealers and directed attention to a license on the wall but at the distance was only able to ascertain the words "temporary permit" that appeared in red letters. On April 28th the \$50.00 deposit was recovered and no delivery was made as per instructions.

Art Diamond Realty Co.
12135 Victory Blvd.
Van Nuys

On April 22, 1961 Mr. Art Diamond agreed to sell a 1961 Chevrolet at fleet price and contacted Mr. Eddie Dragna of Citizens Chevrolet, Eagle Rock by telephone. As per

instructions no delivery was made and no deposit was given. No license was observed in the office. Also present was Herb Land and Don Smith of Art Diamond Realty. This establishment is a real estate office. There are no longer signs on the window advertising new cars as was observed last month.

Morse Richmond dba Automobile Handling Service
3250 Cahuanga Blvd.
Los Angeles

April 4, 1961

On contacting Mr. Mannie Amsterdam, salesman for this concern he advised that he could furnish a 1961 Chevrolet at fleet price, whereupon he called Citizens Chevrolet in Eagle Rock and asked for a Mr. Spoo who apparently no longer worked there. He then advised that an Edythe Karl be contacted at Citizens Chevrolet. As per instructions no further action was taken. No license was observed in the office however this is a used car lot and repossession lot.

Car Wholesalers
13328 Ventura Blvd.
Sherman Oaks

On April 22, 1961 a call on this establishment showed that they no longer furnished 1961 Chevrolets.

More Discount House
18300 Vanowen Blvd.
Reseda

On April 22, 1961 More Discount House was checked and found to be so busy that the salesman was unable to handle all his customers. It was observed that Chevrolet literature was on display. A further check will be made.

[fol. 1428] Fedco
W. 2nd St.
San Bernardino

Fedco was contacted on April 4, and advised that they were no longer selling 1961 Chevrolets but that in a few

weeks the would resume doing so as a contact was being made with a Los Angeles dealer. This information was given by the female employee in the auto insurance dept. No license was observed at this time.

Auto Mart (Gomco)
Lincoln Blvd.
Anaheim

On April 5, 1961 this establishment was contacted and advised that they were no longer engaged in selling new Chevrolets.

CAM Discount Store
S. Los Angeles St.
Anaheim

On April 5, 1961 a check was made at this discount store and it was found that they no longer engaged in the practice of selling new Chevrolets.

Cal Stores
Carson Blvd.
Long Beach

On April 18, 1961 CAL was checked and advised that new Chevrolets were not available at this time but to check back later.

Big A Discount House
Canoga Blvd. & Roscoe Blvd.
Canoga Park

On April 4, 1961 a check was made here and it was found that this establishment no longer engaged in the selling of any cars what so ever.

Fleet Sales Company
3870 Crenshaw Blvd.
Los Angeles

On April 4, 1961 a telephone call was placed to this establishment and it was found that a new Chevrolet could be purchased through this company at fleet price. On April 7, 1961 another call was placed to Fleet Sales requesting

information regarding a 1961 Chevrolet. In both cases caller was requested not to call at their office but the order was taken over the telephone and a purchase order mailed. In both cases the order directed the purchaser to contact Weright "Tex" Denman at Kenneth Chevrolet in Hawthorne. As per instructions no purchase was made.

[fol. 1429] Union Store
3395 Van Buren Blvd.
Arlington

On April 6, 1961 the Union Store was checked and found not to be selling automobiles.

Econo Car Center (ABC)
3328 Bolsa Ave.
Santa Ana

On April 7, 1961 salesman Czerny Presenger of Econo Car Center was contacted regarding the purchase of a 1961 Chevrolet. A \$50.00 deposit was placed with the order. On April 11, 1961 Curtis Van Roekel was contacted and he advised that he was having difficulty in locating the vehicle but that he should be able to do so in a day or two. On April 12, 13, 14, and 15th calls were placed to Mr. Van Roekel who stated that he still was unable to find the car. April 18, 1961 Mr. Van Roekel stated that he thought that he could get a car from Laddie Grover at Eddie Hopper Chevrolet in Garden Grove but that it was not the one ordered. On April 19, 1961 Van Roekel was contacted and he advised that he might be able to get the car and requested that the money be turned over to him so that he could buy the vehicle in question. A cashiers check for \$2,977.16 was turned over to him and it was understood that the car would be delivered that night but Van Roekel stated that it would have to be the following night. At that time he attempted to contact Laddie Grover but was unable to do so. He gave a receipt for the check. Since that date numerous attempts have been made to take delivery on the car or get a refund of the money. On April 26, 1961 Van Roekel stated that he would refund the money that night but he was unavailable when contact was undertaken. On

April 27th he was contacted at noon by telephone and he stated that he would be available that night. On contacting him he stated that he had traced the check back to the person that had issued it and had called the secretary of this person and had confirmed that the check was issued through the office of a person connected with the Chevrolets Dealers Association and that he had turned the check over to the federal government and that the anti-trust division of the FBI was investigating all persons connected with this transaction. He stated that he had been forced to buy back three new Chevrolets and that he was instigating a suit against the persons involved. He threatened to sue anyone connected with this transaction and to cause the purchaser to lose his job and to bring suit against him. He stated that he had attended anti trust meetings in Los Angeles the past week. No Admission was made on the part of the purchaser. Mr. Van Roekel refused to refund the money or deliver the automobile. This information was turned over to the proper authority. On April 13, 1961 another attempt was made to purchase a new Chevrolet from Econo Car Center. A \$25.00 deposit was made on a 1961 Chevrolet. Many attempts were made to take delivery between that date and April 27th but Van Roekel was unable to deliver the car. On the 27th he advised that a delivery could be made the following night through a Bob Huff, address and dealer unknown. He advised that he was in trouble with the anti trust people and stated that he may not be able to deliver any more cars after this one. On the 28th as per instructed the \$25.00 deposit was requested refunded. On the 30th this was done by Van Roekel.

[fol. 1430] March 28, 1961

Agent contacted employees at CAL discount store, Carson Blvd., Long Beach and was advised that he could purchase a 1961 Chevrolet. The total price was \$3053.48. A \$500.00 deposit was requested before delivery. (see attached adding machine tape)

This agent was advised that the vehicle would be trucked in from out of state.

This agent was advised that the local Chevrolet dealers objected to discount houses selling new 1961 Chevrolets so

it was necessary to do this. He was advised that the local dealer would service the vehicle.

CAL

3-29-61

Deavan S.

P. Dash.....	2 3 6 1 4 3 *
Radio.....	1 4 2 2
Heater.....	4 4 3 0
W. S. W.....	3 6 4 1
P. S.....	2 4 3 5
P. B.....	5 8 5 5
Disks.....	3 3 4 5
Trans.....	1 1 3 1
T. Glass.....	1 5 4 7 0
C. O. Vent.....	2 9 3 0
V. 8 230.....	4 2 0
Wipers.....	1 0 5 6 2
	1 3 0 1
	2 8 9 0 8 5 *
Tax.....	1 1 5 6 3
Lis.....	4 7 0 0
	<hr/>
	3 0 5 3 4 8

[fol. 1431] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 187

The following discount houses and "wholesale" car sales companys have been found to be selling new 1961 Chevrolet

Cars Wholesalers 13328 Ventura Blvd., Sherman Oaks
Auto Mart (Gemco) Lincoln Blvd., Anaheim

Leonard's Discount Dept. Store 601 Sepulveda Blvd., El Segundo

A. B. C. Store, W. 1st St., Santa Ana

Art Diamond Realty Co., 12135 Victory Blvd., Van Nuys

Fleet Sales 4715 Crenshaw Blvd., Los Angeles

Note:

On March 21, 1961 Leonard's Discount Dept. Store was rechecked and found no longer to be selling 1961 Chevrolet.

On March 22, 1961 A. B. C. Store was rechecked and arrangements are now being made to purchase another 1961 Chevrolet.

On March 28, 1961 arrangements were made by an agent of Efficiency Research Bureau to purchase a 1961 Chevrolet thru an unknown agency. This agent is to meet the contact behind Ben Frank's Resturant at Olympic and Vermont Ave. At this time it is believed this contact is using the name Associated Fleet Wholesalers. This contact is to be made Saturday, April 1, 1961.

The following discount houses and "wholesale" car sales companys were found Not to be selling 1961 Chevrolet

Consumer City Santa Ana

White Front Store Anaheim

La Brea Car Center Los Angeles

Artie Levine Los Angeles

William L. Mong Los Angeles

Cma Discount Store Anaheim

Leonard's Discount Store Anaheim

More Membership Dept. Store Reseada

Lou Gahron Los Angeles

[fol. 1432] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 189

April 7, 1961

This agent contacted an agent at Econo Car Center, ABC Discount Store, W. 1st St., Santa Ana.

Arrangements were made to purchase a 1961 Chevrolet for \$3027.16. A \$50.00 cash deposit was made. The agent is to be contacted Tuesday, April 11th to make arrangement to pick up the car. A purchase order was issued by the salesman of Econo Car Center.

April 6, 1961

This agent made a check on the Union Store, 3395 Van Buren Ave., Arlington and learned that that store no longer was engaged in selling new cars.

April 6, 1961

This agent contacted Fedco, San Bernardino and was advised that a 1961 Chevrolet could not be purchased at this time but arrangements were being made with a dealer in the Los Angeles Area to supply them with new Chevrolets and this agent was advised to return in a week or two.

[fol. 1433] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 190

Statement—Russ De Orto

May 23, 1961.

Gemco Car Center operates an automobile sales agency at Gemco Discount House, 2310 W. Lincoln Blvd., Anaheim. This automobiles selling center is operated by Curtiss Van Roekel. He was in charge of the operation on May 22, 1961 and also on Sunday, May 20. Van Roekel offered to sell new cars—any make and has listed in the advertising all of the new cars by name. On May 23, when I visited this booth, Van Roekel was then filling out a sales order for a man and woman who were purchasing a new car. The selling booth had a sign "Econo Car Center" but no license number of any kind appeared on the sign or anywhere around the selling booth. On a file cabinet in the rear of the booth appeared a temporary license issued by the Dept. of Motor Vehicles in the name "Econo Car Cente". I could not obtain the number on the license, if any, or its date but it appeared to be new and was attached to the filing cabinet by scotch tape. There was no salesman license or any other license visible issued by the Dept. of Motor Vehicles. On the counter at this selling booth was literature for various makes of automobiles, both foreign and domestic, including Ford, Chevrolet, Oldsmobile, Morse, MG, Valiant, Tempest and there were signs about the booth listing the names of the domestic vehicles. I asked Van Roekel if he could get me a Dodge or Plymouth new car and he said he said yes but Dodges were a little scarce at the moment. I first observed Econo Car Center at the Gemco store in the middle of May.

On March 7 I was in touch with Gemco regarding a new automobile and was referred to Auto-Mart, a used car dealership immediately adjoining the Gemco store. Later, when I called Auto Mart, I was advised they were no longer selling new cars but Gemco was handling new car business direct through their store. Following this, I contacted Econo Car Center. I called Gemco and they said "we will connect you with our new car department" and then Van Roekel at Econo Car Center answered the phone.

In the report I submitted, reference is made to deposits and the cars purchased. In each case the check used to [fol. 1434] purchase the car was made payable to the operator at the discount store, and in no case did I make out a check payable to a new car dealer who may have delivered the car. This was at the request of the operator.

[fol. 1435] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 191

Brockway Plan

This agent contacted Mr. Paul Brockway at the Brockway Plan office, 1809 S. Brand Blvd., Glendale, California, on April 17, 1961, and made arrangements to purchase a 1961 Chevrolet. At this time, Mr. Brockway advised this agent that he was an "automobile broker for credit unions" and that he was authorized to sell new cars. No automobile dealer's nor automobile salesman's license was observed on the premises.

On April 21, 1961, the 1961 Chevrolet was delivered at Allen Gwynn Chevrolet and a cashiers check for the full amount of the vehicle was presented to Mr. Dick Dodge of Allen Gwynn Chevrolet. The check was made out to the Brockway Plan.

Central Auto Store

This agent contacted Mr. Vern Anderson at the Union Store, new car department, 9135 Central Ave., Montclair, California, and made arrangements to purchase a 1961 Chevrolet. A \$50.00 deposit was given.

On May 2, 1961, this agent contacted a Mr. Russ Sandler at the Union Store and presented him with a check for the amount of the car. The check was made out to Union Auto Store, but Mr. Sandler advised the agent that the name of the business was Central Auto Store since they had taken over the business. Mr. Sandler advised the agent that he was a licensed dealer and directed attention to his license on the wall. This agent was able to make out the license number as D-1473. Also there were two salesman's licenses displayed on the wall, but the agent was not close enough to ascertain the names of the licensees.

Pan Pacific Purchasing

On April 20, 1961 this agent contacted a Mr. Sud at Pan Pacific Purchasing, 3848 Crenshaw Blvd., Los Angeles, California, who offered a 1961 Chevrolet at "fleet" price.

He stated that his organization was an automobile broker for various dealers. He stated that he was not a dealer and there was no automobile dealer nor automobile salesman's license in evidence. On contacting a Mr. Tom Shigaki at the same address this agent was advised that the organization could no longer deliver Chevrolets or Pontiacs, but [fol. 1436] that they would be able to make delivery on other makes of automobiles. No purchase was made.

Art Diamond Realty

On March 23, 1961, this agent contacted Herb Land and Don Smith at Art Diamond Realty Company, 12135 Victory Blvd., Van Nuys, California, and made arrangements to purchase a 1961 Chevrolet. Prices were given and while a deposit was requested, none was given. These men advised this agent that they were acting as agents for Art Diamond who was an automobile broker for several dealers in the Los Angeles area. No automobile dealer's license or automobile salesman's license was displayed in this office.

On March 24, 1961, this agent met Mr. Art Diamond at Citizens' Chevrolet Company, 2030 Colorado Blvd., Eagle Rock, California, and presented him with a check for the full amount of the 1961 Chevrolet and in turn, he turned over the vehicle to this agent. Mr. Spoo, a salesman for Citizens' Chevrolet, helped with the transaction.

Auto Handling Service

On April 4, 1961, this agent contacted Mannie Amsterdam, Automobile Handling Service, 3250 Cahuenga Blvd., Los Angeles and made inquiry to purchase a 1961 Chevrolet. Mr. Amsterdam advised this agent that he could get him a new 1961 Chevrolet. He telephone Citizens' Chevrolet in Eagle Rock and after a lengthy conversation, advised this agent to contact an Edythe Karr at Citizens' Chevrolet. This establishment has the appearance of a used car lot, but there was no evidence of an automobile dealers license nor an automobile salesman's license. No Purchase was made.

["The handwritten notes on this page are not legible, therefore not printed."]

More Membership Discount House

On April 22, 1961 this agent attempted to contact a salesman at More Discount House, new car department, but was unable to talk with him due to the number of prospective customers waiting. However, personal observation disclosed that there was no dealer's license nor automobile [fol. 1437] salesman's license visible.

On May 20, 1961, a contact was made at the More Discount House at 3443 S. Sepulveda, Los Angeles, California, and this agent was advised by a Mr. Joe Enright that a new car could be purchased through his company. No form of license was in evidence.

Car Wholesalers

On March 6, 1961, this agent contacted a salesman known only as "Jack" at Car Wholesalers, 13328 Ventura Blvd., Sherman Oaks, California, and made arrangements to purchase a 1961 Chevrolet. A deposit of \$100.00 was given. No dealer's nor automobile salesman's license were visible, however, this is a used car lot and there was one office on the premises to which this agent was unable to gain admission.

On March 7, 1961, delivery of a new 1961 Chevrolet was taken at Kendall Chevrolet, Redondo Beach, California. A check for the full amount of the car was given to "Jack." This check was made payable to Car Wholesalers.

Auto Mart

On March 7, 1961, this agent contacted a Mr. Lieberman at Auto Mart, W. Lincoln Ave., Anaheim, California, and made arrangements to purchase a 1961 Chevrolet. A deposit for \$286.00 was given. Mr. Lieberman advised this agent that the Auto Mart was a distributor for Chevrolet. This is a used car lot and there was a dealer's license on the wall but no salesman's license was in evidence. On March 10, 1961, this vehicle was delivered at Priester Chevrolet, Montrose, California.

[fol. 1438] Leonard's Department Store

On March 6, 1961, this agent contacted a Mr. Cliff Monroe, AAAA Auto Leasing, Leonard's Department Store, 601 Sepulveda Blvd., El Segundo, California, and made arrangements to purchase a 1961 Chevrolet. Mr. Monroe advised this agent that they were an auto leasing company and authorized to sell new cars. There was no dealer's license nor automobile salesman's license observed on the premises. A \$100.00 deposit was given to Mr. Monroe.

On March 9, 1961, the vehicle was delivered to this agent at Caldwell & Miller Insurance Agency, 7291 Crenshaw Blvd., Los Angeles, by Mr. Caldwell who stated that he was president of AAAA Auto Leasing Co. The check was made out to AAAA Auto Leasing Company. No automobile dealer's license nor automobile salesman's license was observed in this office.

Fedco, San Bernardino

This agent contacted the female clerk at the auto insurance window at Fedco, W. 2nd St., San Bernardino, California, on May 16, 1961, and was given a referral on a 1961 Chevrolet to Jack Coyle Chevrolet Company, San Bernardino. There was no license of any nature posted on, in or near this booth.

Econo Car Center

On April 7, 1961, this agent contacted Ernie Perringer of Econo Car Center at the ABC Store, 3328 Bolsa Ave., Santa Ana, California, and made arrangements to purchase a 1961 Chevrolet. A \$50.00 deposit was given. There was what appeared to be an automobile salesman's license on the wall, but this agent was unable to ascertain the exact nature of the document. A check with the Orange County license bureau disclosed that there was no record of Econo Car Center in their files as having obtained a county permit nor had they registered with the county as operating under a fictitious name. The City of Santa Ana had no record of [fol. 1439] Econo Car Center having obtained a city permit to operate a business. On checking with Econo Car Center at 5311 E. Olympic Blvd., Los Angeles, California,

it was established that this is the same organization as the Econo Car Center which is operating in Santa Ana and that the Los Angeles organization does have an automobile dealer's license. However, this license was not displayed on their business premises. It was ascertained that a Mr. Rufus Vaage was the owner of this company.

[fol. 1440] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 192

Union Store, Montclair

Tuesday, May 2, 1961

This agent contacted Vern Anderson, salesman and partner in the auto concession at the Union Store, Central Avenue and Freeway, in Montclair, California. Arrangements were made to purchase a 1961 Bel Aire hard-top 2-door coupe. A deposit of \$50.00 in cash was given to Vern Anderson. At this time it was observed that a temporary permit, #D-1473, was displayed on the wall along with other licenses made out to Russ Sandler and Vern Anderson, Central Auto Sales. Mr. Anderson advised this agent that Union Auto Sales had gone out of business and that the check for the car was to be made out to Russ Sandler and Vern Anderson. They advised this agent that they were licensed and had all the State permits. Business card with "Union Auto Sales" were displayed on the counter, however, but Mr. Anderson stated that they now called themselves "Central Auto Sales" since they took over the business.

Friday, May 5, 1961

This agent contacted Russ Sandler and Vern Anderson at the Union Store in Montclair to take delivery of the 1961 Chevrolet Bel Aire. Once again this agent questioned these men regarding licenses and was advised that they were licensed and bonded and were legitimate business men.

A check for the amount of \$2,888.40 made payable to the Union Auto Store along with \$13.64 in cash was given to Russ Sandler. The \$13.64 represented an additional charge for padded dash which was not included in the original order. A receipt was give signed by Russ Sandler. Russ Sandler then advised this agent that he could take delivery of the vehicle at College Chevrolet, Clairmont. He gave this agent a sealed envelope to give to a Mr. Seth Johnson. This agent then proceeded to College Chevrolet Company, 191 S. Indian Hill Blvd., Clairmont, where he contacted Seth Johnson, salesman who handled the transaction, completing the necessary papers and filling out the proper forms. Mr.

Johnson advised this agent that Russ Sandler and Vern Anderson were licensed dealers and were permitted to sell new automobiles.

[fol. 1441] The vehicle was driven to Hub Garage in Pomona and stored for safe-keeping. The parking ticket, along with other papers and information pertaining to this transaction were turned over to the proper authority.

[fol. 1442] Tuesday, May 2, 1961

This agent contacted Vern Anderson, Union Store, Montclair, and made arrangements to purchase a 1961 Chevrolet. At this time it was observed that Dealer's license number D-1763 was displayed along with Auto Salesman's license for Russ Sandler and Vern Anderson. This agent left a \$50.00 deposit with Mr. Anderson.

Friday, May 5, 1961

This agent contacted Russ Sandler and Vern Anderson at the Union Store in Montclair and made arrangements to pick up a 1961 Chevrolet at College Chevrolet, 191 S. Indian Hill Blvd., Clairmont.

This agent contacted Mr. Seth Johnson, College Chevrolet, who delivered the 1961 Chevrolet Bel Aire hard-top to this agent. Mr. Johnson stated that Vern Anderson was a friend of his and for that reason he furnished cars to the Union Store. A check for the amount of \$2888.40 payable to Union Store plus a cash payment of \$13.44 (added for the padded dash) was given to Russ Sandler who in turn gave this agent a sealed envelope to give Mr. Johnson.

The vehicle was then driven to the Hub Garage in Pomona and stored. The parking ticket along with other papers pertaining to this transaction were turned over to the proper authority.

[The handwritten notes on this page are not legible, therefore not printed.]

[fol. 1443] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 193

Brock-Way Plan

April 7, 1961

This agent contacted an employee of the Brock-Way Plan at 1809 S. Brand Blvd., Glendale, California. He was advised by the female employee that a 1961 Chevrolet could be purchased through the Brock-Way Plan at about \$150.00 over factory invoice. She further stated that the Chevrolet would come from Allen Gwynn Chevrolet in Glendale. She stated that Mr. Brockway specialized in selling to credit unions. No license was observed on the premises by the agent.

April 17, 1961

Two agents contacted Mr. Paul Brockway at the Brock-Way plan at the above address. Mr. Brockway stated that he was a licensed fleet salesman and that he could deliver a new 1961 Chevrolet at a considerable discount. He further stated that he would deliver the car through Allen Gwynn Chevrolet in Glendale. Arrangements were made to buy a 1961 Chevrolet four-door station wagon. No deposit was given.

April 20, 1961

This agent called Mr. Brockway by telephone and was advised to meet him at Allen Gwynn Chevrolet in Glendale to take delivery of the Chevrolet station wagon mentioned above.

April 21, 1961

The two agents contacted Mr. Dodge of Allen Gwynn Chevrolet and took delivery of the above vehicle, giving him a cashier's check for the full amount of the purchase price. This check was made out to the Brock-Way Plan.

The vehicle was then driven to the Santa Fe Garage in Glendale and placed in storage. The parking ticket for the

vehicle was delivered to Mr. Roberts. The vehicle was inspected at this time by the general manager of this company and found to be free from scars, marks and/or any noticeable defects.

[fol. 1444] The warranty book and other papers connected with the vehicle were left in the glove compartment.

April 22, 1961

Two agents of this company contacted a female employee of the Brock-Way Plan and were introduced to Mr. Dodge who stated that he was not an employee of the Brock-Way Plan but would handle the matter in the absence of Mr. Brockway. An inquiry was made concerning the purchase of a 1961 Chevrolet convertible. Mr. Dodge advised these agents that Mr. Brockway was a licensed fleet buyer. He stated that Allen Gwynn did not own any part of the Brock-Way Plan but only held the master lease to the building and did furnish the Brock-Way Plan with their cars.

Mr. Dodge took these agents to Allen Gwynn Chevrolet in Glendale to inspect a 1961 Chevrolet convertible. While these agents were in the Brock-Way Plan office, no license was observed in evidence. Mr. Brockway came into the office during the transaction and was introduced to the agents as the owner by Mr. Dodge. As per instructions from Mr. Roberts, no buy was made.

[fol. 1445] BROCK-WAY PLAN CI 48411

A service designed to assist credit union members in the purchase of new or used cars. Any make or model.

PAUL BROCKWAY

CHapman 5-3753
9 to 5

Florida 3-7979
Day or Night—24 Hours

Figures given by Dick Dodge at the Brockway Plan office
April 22nd—on a 1961 convertible.

[fol. 1446] Memo Sheets

File Number: —

Date:—

File: Brockway Plan

Office Conference

Telephone Conversation—With Station Wagon

Jerry & Sally Huff
Glendale

[fol. 1447] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 195

Received March 6, 1961

March 4, 1961.

Glenn S. Roberts
Suite 1009 Rowan Building
458 South Spring St.
Los Angeles 13, Calif.

Dear Glenn:

Pursuant to your telephone call yesterday, please be advised that I know of no discount houses operating in the territory around me. The only discount house I know in Pasadena is Phillips and I do not believe they are in the automobile business.

As to dealers still selling cars to discount houses, I am still getting persistent rumors that Eagle Rock is still in this business. As I heard it, he is selling not only direct to discount houses, but primarily to a phony fleet operation who channel the cars to the discount houses. I heard that his February new car deliveries considerably exceeded recent prior months which might or might not indicate something.

Both Porter and Clay were supplying discount houses but whether they are still doing so or not, I do not know. I have heard that Priester is still supplying new cars to several Used Car Lots on Colorado avenue, most of which are channeled through a Used Car dealer by the name of Andy Anderson. This is all the information I have on this subject at the moment.

Very truly yours, E. H. Colliau.

EHC/ng

Mar. 13. phoned Evelyn re 3 letters.

[fol. 1448] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 196

Received March 7, 1961

BOB ERSKINE CHEVROLET

363 East Holt Avenue, Pomona, California—NA 2-1136

March 6, 1961.

Glenn Roberts
458 S. Spring St.
Suite 1009
Los Angeles 13, Calif.

Dear Glenn:

There are three discount houses in this area that we would like to place on your "Shopping List".

In Montclair, Calif. (midway between Pomona and Ontario) is one called the Union Store. It is located on Central Avenue and San Bernardino Freeway. It was one of Citizen Chevrolet's favorite outlets.

In Riverside, Calif. there is also one called Union Store. It is located at 3395 Van Buren. Phone Overland 9-5400.

In San Bernardino there is one called Fedco. Its address is 1140 W. 2nd St.

If you wish further info please let me know.

Thanks and regards, Bob Erskine.

BE:jg

[fol. 1449] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 197

Received March 7, 1961

COMMUNITY CHEVROLET

THornwall 8-4471

Victoria 9-3333

Sales

Service

80 East Olive Avenue—Burbank, California

March 6, 1961.

Mr. Glenn S. Roberts
Suite 1009 Rowan Building
458 South Spring Street
Los Angeles 13, California

Dear Glenn:

Persuiant to our phone conversation of last week; Mr. Mariott, Sales Manager for Rancho Chevrolet, Reseda, reports that Moore's Membership Department Store at 18300 Van Owen Blvd., Reseda, offered to sell a new Chevrolet to a customer and friend of his on Friday, March 3.

Mr. Mariott also reported that an employee in the Reseda Bank bought a new Chevrolet from the Ex-Chevrolet Dealer in Glendale. Howell is opening a Leasing and Used Car Business in Glendale across the street from his old Dealership. The bank employee reports that he was invited to send his friends as they (Howell) can supply their needs at a better price.

We are pleased to report that the big outlet in Conoga Park-Big "A" Discount House has closed their Auto Department.

We feel that you should refer the two above outlets over to the investigators for a thorough check.

Yours truly, Community Chevrolet, Roger Sorensen, Vice President.

[fol. 1450] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 198

December 16, 1960.

Mr. Owen Keown, President
Owen Keown Chevrolet Company
Lincoln & Washington Blvds.
Venice, California

Dear Mr. Keown:

Your letter of December 6, 1960, to Mr. E. N. Cole, has been referred to me for handling. I am quoting below a reply to a letter on the same subject, received from another Chevrolet dealer in your area, made by Mr. J. M. Rocho, Vice-President, General Motors Corporation, in charge of Distribution Staff:

"This will acknowledge receipt of your letter of November 28, 1960, addressed to Mr. John F. Gordon, President, General Motors Corporation, referring to the increasing number of membership discount outlets in your area of sales and service responsibility offering new General Motors cars for sale to members and their friends. As you are no doubt aware, the Car Divisions of the Corporation have received similar letters and telegrams from a number of their dealers and employees of such dealerships in different sections of the country.

"The substance of these communications, while varying in content, implies that General Motors Corporation as a manufacturer is either not aware of these practices or, that knowing about the situation refuses to recognize such practices as "unfair competition" to enfranchised dealers, as well as an unsound method for potential customers to invest in new General Motors products. Some have even suggested that General Motors condones those practices as a means of obtaining additional sales.

"All these implications are entirely unwarranted, and reflect a lack of understanding by some of the General Motors Quality Dealer Program and the continuity of our efforts to implement the Program.

[fol. 1451] "General Motors Corporation does not

and has not sold its new passengers cars and trucks for resale to any outlets other than authorized General Motors dealers. Frankly, I believe every General Motors dealer knows this, but it appears that some of their employees may not be quite as well informed.

"The reported recent expansion of the activities of so-called membership discount houses into the field of motor vehicle retail sales has been brought to our attention by members of our wholesale organizations of the Car and Truck Divisions.

"Inquiries have been made, and we are advised that those discount outlets either (1) purchase their General Motors motor vehicles from General Motors dealers for resale to members and their friends, or (2) by prearrangement with some General Motors dealers, they are in a position to make a deal with a customer for a price and then refer the customer to the General Motors dealer for delivery of the vehicle at the price established by the discount house. In the latter event, the delivering General Motors dealer reportedly pays a substantial portion of the gross profit realized on the deal to the discount establishment for division among the operator of the discount house, the operator of the automobile concession, and the automobile salesman.

"Where the motor vehicles are purchased from a General Motors dealer and resold as new-used cars, the transaction is nothing more than what has generally become to be recognized in the trade as a "bootleg" sale. On numerous occasions during the past several years, the management of General Motors Corporation has gone on record with the General Motors dealer organization expressing our deep concern with respect to this practice, which is recognized as being most detrimental to the good will which has been established over the years for, and identified with, the dealer, the manufacturer and the product.

"When a customer purchases a new-used General Motors car from one of the so-called discount houses, he reportedly does not receive a General Motors Dealer New Car Warranty as would the original purchaser of the vehicle. Furthermore, the discount house normally provides no service facilities for the after-purchase

needs of the customer. In attempting to trade upon [fol. 1452] the capital facilities of authorized dealers, the discount house seller reportedly tells the customer to take his car to any authorized General Motors dealer for his service requirements. If the purchaser is not satisfied with the service he receives from the authorized dealer, he then blames General Motors because, as an owner of a General Motors product, he expects the same high degree of service which owners of General Motors vehicles have learned to enjoy over the years from the General Motors dealer organization.

"While the management of General Motors Corporation has repeatedly pointed out the pitfalls of the "quick-profit" bootleg sale to its dealer organization, we have at the same time recognized the right of every dealer to lawfully resell his merchandise to anyone.

"On May 3, 1957, the President of General Motors Corporation sent all General Motors dealers a copy of his letter-reply to a protest against bootlegging from the Automobile Dealers Association of Indiana. The following quotation is from that letter:

'For several years it has been quite clear to those who have kept informed as to the interpretation of the antitrust laws that the Department of Justice has taken a firm position, both in statements and opinions, that any restriction upon the right of a dealer having title to motor vehicles to sell such motor vehicles to anyone, anywhere at any price, was a violation of the antitrust laws. Judicial opinions handed down over these years tended to confirm this interpretation.

'This 'right of the dealer to sell the motor vehicles to which he has title' as he pleases, is the key to these problems. It is the exercise of this right which first moves the motor vehicles into the bootleg channel. Even if there were extenuating circumstances which motivated the movement of cars into the bootleg channel, unquestionably there are many such sales by authorized dealers made solely for the purpose of obtaining a quick profit.'

"The procedure whereby some discount outlets, which offer new cars for sale, make a deal with a customer, and then, as prearranged with an authorized dealer, turn the transaction over to that dealer for closing and delivery of the vehicle, is being improperly characterized by some selling dealers as a "referral." Such arrangements, however, are far different from the casual practice in the industry whereby salesmen encourage referrals from friends and others who chance upon a prospective new car customer. The reports we have received indicate that these discount outlets are advertising new cars for sale at established business locations, frequently far removed from the location of the selling dealer. In effect, they in some instances represent the establishment of a second and unauthorized sales outlet or location contrary to the provisions of the General Motors Dealer Selling Agreements.

"More importantly, arrangements of this type tend to downgrade the enfranchised dealer as a new car merchant in the eyes of the public. It is difficult to understand how any dealer who has invested thousands of dollars in capital equipment to merchandise new cars can be a party to an arrangement which permits a discount outlet to discredit his merchandising ability by offering new cars for sale at purported "savings" to the customer, and then not only assume the obligation for the sale but also share his gross profit on the transaction with the discount house.

"General Motors Corporation recognizes the problems raised by the discount house new car merchandising activities in your area. They are critical problems for the public, the franchised dealers, and the manufacturers. New car sales by these outlets do not represent one iota of additional business for the dealer organization or the factories. They represent no savings to the public but only result in a dilution of the gross profit on each transaction which would otherwise be made by the franchised dealers who have the service facilities and trained mechanics to insure the customer's enjoyment of his investment in a new car. Most importantly, they threaten the good will

of the dealer organization, the manufacturer, and the product.

"The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers and ask them to review their operations in the light of the critical nature of the problem [fol. 1454] as it affects the good will of the product they sell, the entire franchise system of distribution, and the validity of any arrangement they may have with a discount house under the provisions of their General Motors Dealer Selling Agreement.

"Let me assure you that we will continue our efforts to protect the good will of our products by every available legal means.

"I would appreciate your reviewing this letter with your salesmen, so that they will more fully understand the position of General Motors with respect to the matters outlined herein. If any of your salesmen have written or wired us on this matter, this would serve as a means of acknowledging their letters."

I assure you that Chevrolet is in complete accord with the Corporation's position on this subject and our Regional and Zone Management have been directed to discuss the subject accordingly with all Chevrolet dealers concerned.

Your letter expressing your viewpoints and concern was sincerely appreciated.

Very truly yours, K. E. Staley, General Sales Manager.

KES:gp

cc: Mr. R. M. Cash—Pacific Coast Region, Mr. R. M. O'Connor—Los Angeles Zone, Mr. E. N. Cole.

[fol. 1455] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 200

CHEVROLET—CENTRAL OFFICE
Division of General Motors Corporation
General Motors Building
Detroit 2, Michigan

August 1, 1960

To All Chevrolet Dealers:

In the relatively near future, representatives of our Chevrolet Wholesale Organization will be meeting with you to review the provisions of a new Selling Agreement effective November 1, 1960.

For your information, we are forwarding you a copy of a letter of instructions issued to all of our representatives who will be handling the execution of the Selling Agreement and its operation.

Very truly yours, K. E. Staley, General Sales
Manager.

KES:Gm

[fol. 1456] Origin No.: SM-35 C.O. No.: 60-655

Subject: Instructions for Handling the Execution of the
New Selling Agreements.

CHEVROLET—CENTRAL OFFICE
Division of General Motors Corporation
Detroit 2, Michigan

July 29, 1960.

To All Chevrolet Wholesale Personnel

During the forthcoming weeks you will be undertaking the negotiations of the new Chevrolet Dealer Selling Agreements to become effective on November 1, 1960, following the expiration of the current five (5) year term Agreements. It is particularly important, therefore, that all representatives of Chevrolet Motor Division who will contact dealers in connection with the execution of the new Selling Agreements reacquaint themselves with the instructions outlined below dealing with the rights and obligations of the parties. Most Chevrolet personnel are fully aware of these matters, but this outline should be helpful to them as well as more recently employed divisional representatives:

1. The wording of the Selling Agreement cannot be changed.
2. The Selling Agreement speaks for itself.
3. The Dealer has the right to accept or reject the Selling Agreement.
4. All the rights and obligations of the parties are spelled out in the Selling Agreement, and there are and should be no other conditions, understandings, or agreements.
5. The Selling Agreement covers the sale and distribution of Chevrolet motor vehicles. In the negotiation and execution thereof, the Chevrolet representative is not to discuss, give any advice, or make any recommendations, even if they are solicited, with respect to the business activities, decisions, or programs of the dealer, relating to the sale and distribution of any other make of motor vehicle being handled by the Dealer.

6. Chevrolet representatives should confine their discussion to the Chevrolet motor vehicles covered by the Selling Agreement, the provisions of the Selling Agreement being offered, and to the negotiations [fol. 1457] of normal business matters related to the Selling Agreement, its operation, and the sale and distribution of the Chevrolet products covered thereby.

In other words, the dealer has the right to sell and distribute other products and divisional representatives should neither question nor interfere with that right. On the other hand, if the dealer's other business activities result in any failure of performance of the terms and conditions of the Chevrolet Selling Agreement, divisional representatives may discuss such failure of performance.

There must be strict adherence by all Chevrolet representatives to the instructions outlined above.

Very truly yours, K. E. Staley, General Sales
Manager.

KES:Gm

[fol. 1458] IN THE UNITED STATES DISTRICT COURT

PLAINTIFF'S EXHIBIT No. 201

Received January 23, 1961

Inter-Organization Letters Only

To: Mr. H. E. Crawford, Address, 13-142

From: L. N. Mays, Address A-266

Subject: Discount House Activity Pacific Coast Region

January 18, 1961.

Dear Mr. Crawford:

This letter is intended only to confirm our telephone conversation on Tuesday of this week.

Immediately after receiving copies of the letters written by Mr. Roche in reply to letters received on this subject from certain dealers in the Pacific Coast Region, Mr. Cash, our Regional Manager, organized to implement that paragraph on page 4 of Mr. Roche's letter which stated, "The wholesale organization of each of our Divisions will give special attention to these problems. They propose to personally discuss this matter with each of their dealers . . ."

Mr. Cash promptly arranged for and personally had individual conferences with each of the approximately 15 dealers in the Los Angeles Zone who were known to be cooperating, in one form or another, in the sale of new cars through the various discount houses. In these conferences, Mr. Cash reviewed the contents of Mr. Roche's letter and the very logical reasoning behind the position taken by General Motors on this subject which, obviously, was just as important to the benefit of individual Chevrolet dealers as it would be of benefit to General Motors in protecting the franchise system of operation. Immediately concluding Mr. Cash's conferences with these particular dealers, it was arranged that Mr. O'Connor, the Zone Manager, together with the City Managers in Los Angeles and the Assistant Zone Manager, divide up and hold personal conferences with all the other dealers in the Zone of whom there was no knowledge of their having

cooperated in the sale of new cars through discount houses. This was done in order that every dealer with whom the subject was discussed would know that a similar discussion was being held with all other dealers so that, if certain dealers should elect to discontinue their cooperation with a discount house, we might be able to discourage some other dealer who might be solicited from starting the practice.

When Mr. Staley and I were discussing this subject with Mr. Cash, at the time we were in San Francisco for the Motorama, he told us that he was especially pleased, and somewhat surprised, at the attitude of all dealers with whom he had discussed this subject. He said that every one of them expressed appreciation that General Motors and Chevrolet had taken the position on this subject [fol. 1459] as indicated in Mr. Roche's letter and, in each case, he said that the dealer agreed that the practice would become increasingly detrimental to all automobile dealers if it continued. Knowing that the subject was being discussed with all Chevrolet dealers in the area, every dealer voluntarily told Mr. Cash that he would stop any cooperation which he had had with various discount houses in the area. Mr. Cash said that similar reaction was received by Mr. O'Connor and the other wholesale men who had had similar conferences with other dealers in the Zone and that they sincerely believed that, through this voluntary cooperation on the part of all dealers, this serious situation will be diminished to, or near, the vanishing point insofar as Chevrolet products were concerned.

Toward the end of our discussion with Mr. Cash, it was agreed that, after a little time had elapsed, it would be well for Mr. Cash to make the necessary arrangements to actually shop some of these discount houses in order to see if any Chevrolet dealers were still cooperating with them.

In fact, Mr. Staley asked Mr. Cash to start shopping some of the discount houses on or about January 19th, which happens to be tomorrow. It was agreed that, if need be, the individual who would be actually trying to make a deal through a discount house would be authorized to go through the consummation of a sale and actually buy

a new Chevrolet. Any costs involved with regard to this shopping could be charged to Central Office.

As you know, under date of December 29th, the approved letter stating General Motors and Chevrolet's position on this subject was forwarded over Mr. Staley's signature to all Chevrolet dealers throughout the country. We believed this was very important, and has since proved to be, as there have been indications of discount house operations being started in other areas.

I am sure that Mr. Cash will inform us of any results which come from the shopping activity in the Los Angeles area. I will be pleased to keep you advised on this and any other developments with regard to this important subject.

Yours very truly, L. N. Mays.

LNM/ec

cc: Mr. K. E. Staley,

(Handwritten note, p. 2, reads as follows:)

* Discussed with Mays—with regard to our position of not taking any direct action with any Dealer—contrast to our legal position.

HEC 1/23/61

[fol. 1460] IN THE UNITED STATES DISTRICT COURT
PLAINTIFF'S EXHIBIT No. 212

THE STATISTICAL MARK OF EXCELLENCE

Prepared by Statistical Tabulating Corporation
Offices in Principal Cities . . . Coast to Coast

SUPPLEMENTAL INFORMATION

TYPE OF SALE DESIGNATION

- 1 - REGULAR SALE
- 2 - SALE THROUGH A DISCOUNT HOUSE OR REFERRAL SERVICE OUTLET LISTED IN STIPULATION OF FACTS NO. 1, WITH COMPLETE PRICING INFORMATION AVAILABLE
- 21 - NONCURRENT MODEL SALE
- 22 - DEMONSTRATOR OR COMPANY CAR SALE
- 23 - SPECIAL CIRCUMSTANCE SALE
- 24 - SALE THROUGH A DISCOUNT HOUSE OR REFERRAL SERVICE OUTLET LISTED IN STIPULATION OF FACTS NO. 1, BUT WITH COMPLETE PRICING INFORMATION UNAVAILABLE
- 25 - SALE THROUGH A DISCOUNT HOUSE OR REFERRAL SERVICE OUTLET NOT LISTED IN STIPULATION OF FACTS NO. 1

OUTLET NUMBER DESIGNATION

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|-------------------------------------|--|
| 1 - AAAA AUTO LEASE AND SALES, INC. | 7 - ROBERT CHICO |
| 2 - AUTOCRAWA | 8 - DEALERS DIVERSIFIED SERVICES, INC. |
| 3 - THE BROCKWAY PLAN | 9 - ARTHUR DIAMOND |
| 4 - CAL FLEET AUTO SALES | 10 - FLEET SALES CO. |
| 5 - CAR WHOLESALERS | 11 - UNION CAR SALES |
| 6 - CASTLE SALES, INC. | 12 - UNION FLEET, INC. |

DEALER - BIGGS

PAGE 1

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	46--78	1	0569-0	1		2439	1984	455
1	46--79	1	1111-0	33				
1	46--80	1	1867-0	1		3034	2843	191
1	46--81	1	1235-0	2	8	2884	2641	243
1	46--82	1	0769-0	1		2387	2061	326
1	46--84	1	0569-0	32				
1	46--85	1	0769-0	1		2340	2062	278
1	46--86	1	1837-0	1		2939	2675	264
1	46--87	1	1635-9	31				
1	46--88	1	1611-0	33				
1	46--89	1	1837-0	1		3116	2722	394
1	46--90	1	1837-0	1		3425	2665	760
1	46--91	1	1867-0	1		3200	2814	386
1	46--92	1	0867-0	1		3666	3377	289
1	46--93	1	0769-0	1		2237	1961	276
1	46--94	1	0769-0	1		2612	2097	515
1	46--95	1	0569-0	1		2320	2004	316
1	46--97	1	1839-0	2	8	3359	2985	374
1	46--98	1	1837-0	2	8	2597	2330	267
1	46--99	1	1619-0	33				
1	47--00	1	1111-0	33				
1	47--01	1	1839-9	31				
1	47--02	1	0769-0	1		2533	2021	512
1	47--03	1	0769-0	2	8	2179	1929	250
1	47--04	1	1119-0	1		2374	2210	164
1	47--05	1	0569-0	33				
1	47--06	1	1611-0	33				
1	47--07	1	1619-0	33				
1	47--08	1	1839-0	1				
1	47--09	1	0769-0	2	8	3090	2800	290
1	47--10	1	0769-0	2	8	2426	2037	294
1	47--11	1	1635-9	33			2095	331

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	47--13	1	0769-0	1		2406	2111	295
1	47--14	1	0769-0	1		2368	1904	464
1	47--15	1	1837-0	2	8	2869	2578	291
1	47--16	1	1535-0	1		2947	2538	409
1	47--17	1	1111-0	33				
1	47--18	1	1837-0	2	8	2626	2319	307
1	47--19	1	0569-0	1		2357	1992	365
1	47--20	1	1719-0	1		2865	2459	406
1	47--21	1	0769-0	1		2331	2063	268
1	47--22	1	1111-0	33				
1	47--23	1	1537-0	1		2734	2404	330
1	47--24	1	1235-0	2	8	2764	2524	238
1	47--34	1	0769-0	2	8	2369	2078	291
1	47--35	1	1639-0	33				
1	47--36	1	1837-0	2	8	3062	2819	243
1	47--37	1	1839-0	2	8	2949	2685	264
1	47--38	1	1835-0	1		3058	2777	281
1	47--39	1	1537-0	1		2629	2358	271
1	47--40	1	1839-0	33				
1	47--41	1	0867-0	1		3993	3505	488
1	47--42	1	1111-0	33				
1	47--43	1	1839-0	1		3039	2710	329
1	47--44	1	1619-9	31				
1	47--45	1	1111-0	33				
1	47--46	1	1111-0	33				
1	47--47	1	1111-0	33				
1	47--48	1	1111-0	33				
1	47--49	1	1837-0	2	8	2918	2652	266
1	47--50	1	1111-0	33				
1	47--51	1	0769-0	1		2157	1926	231
1	47--52	1	1111-0	33				
1	47--53	1	1111-0	33				
1	47--54	1	1837-0	1		3074	2633	441

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - BIGGS

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	47--55	1	0769-0	1		2354	2111	243
1	47--56	1	1119-0	33				
1	47--57	1	1111-0	33				
1	47--58	1	1211-0	33				
1	47--59	1	1111-0	1				
1	47--60	1	1115-0	2	8	2415	2102	313
1	47--61	1	0769-0	2	8	2564	2277	287
1	47--62	1	1837-0	2	8	2415	2068	347
1	47--63	1	1611-0	1		2890	2598	292
1	47--64	1	0867-0	1		2759	2380	379
1	47--65	1	1221-9	31		3863	3410	453
1	47--66	1	1211-0	33				
1	47--67	1	1837-0	2	8	2939	2613	326
1	47--82	1	1519-0	1		2416	2113	303
1	48--02	1	1119-0	33				
1	48--09	1	1635-0	2	8	3056	2738	318
1	48--10	1	0769-0	33				
1	48--11	1	0569-0	33				
1	48--12	1	1111-0	33				
1	48--13	1	1645-9	31				
1	48--14	1	1639-9	31				
1	48--15	1	1611-0	2	8	2663	2397	266
1	48--42	1	1511-0	33				
1	48--44	1	1635-0	1				
1	48--45	1	0569-0	2	8	2992	2758	234
1	48--46	1	1635-0	2	8	2099	1823	276
1	48--47	1	1619-0	33	8	2944	2693	251
1	48--48	1	1839-9	31				
1	48--50	1	1837-0	33				
1	48--56	1	1611-0	2	8	2683	2380	303
1	48--57	1	1219-9	31				
1	48--58	1	0569-0	1				
1	48--59	1	0569-0	1				

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NET

MODEL NO.

DEALER

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	49--31	2	1867-0	1		3132	2880	252
1	49--32	2	1867-0	33				
1	49--33	2	1867-0	33				
1	49--34	2	1639-9	31				
1	49--35	2	1835-0	1	8	3475	2947	528
1	49--36	2	0769-0	2		2374	2069	305
1	49--37	2	0769-0	2	8	2321	2064	257
1	49--38	2	1867-9	31				
1	49--39	2	1837-0	33				
1	49--40	2	1111-0	2	8	2224	1968	256
1	49--41	2	1645-0	2	8	3296	2982	314
1	49--42	2	1839-0	2	8	3016	2756	260
1	49--44	2	1235-0	1		2831	2513	318
1	49--45	2	1639-0	1		2971	2520	441
1	49--46	2	1837-0	2	8	3003	2719	284
1	49--47	2	1635-0	2	8	2889	2632	257
1	49--48	2	1637-0	2	8	2793	2451	342
1	49--49	2	0727-0	1		2583	2057	526
1	49--50	2	1837-0	2	8	2939	2671	268
1	49--51	2	1839-0	2	8	2876	2565	311
1	49--52	2	0769-0	1		2338	2078	260
1	49--53	2	1619-0	1		2536	2130	406
1	49--54	2	0769-0	2	8	2336	2053	283
1	49--55	2	1111-0	33				
1	49--56	2	1539-0	1		2737	2381	356
1	49--57	2	1837-0	1		3411	3127	284
1	49--58	2	1235-0	2	8	2778	2528	250
1	49--59	2	1837-0	2	8	2844	2588	256
1	49--60	2	1219-0	2	8	2278	2278	229
1	49--61	2	0727-0	1		2369	2040	329
1	49--62	2	1869-0	33				
1	49--63	2	1869-0	33				
1	49--64	2	1869-0	33				
1	49--65	2	1869-0	33				
1	49--66	2	1869-0	33				
1	49--67	2	1869-0	33				
1	49--68	2	1869-0	33				
1	49--69	2	1869-0	33				
1	49--70	2	1869-0	33				
1	49--71	2	1869-0	33				
1	49--72	2	1869-0	33				
1	49--73	2	1869-0	33				
1	49--74	2	1869-0	33				
1	49--75	2	1869-0	33				
1	49--76	2	1869-0	33				
1	49--77	2	1869-0	33				
1	49--78	2	1869-0	33				
1	49--79	2	1869-0	33				
1	49--80	2	1869-0	33				
1	49--81	2	1869-0	33				
1	49--82	2	1869-0	33				
1	49--83	2	1869-0	33				
1	49--84	2	1869-0	33				
1	49--85	2	1869-0	33				
1	49--86	2	1869-0	33				
1	49--87	2	1869-0	33				
1	49--88	2	1869-0	33				
1	49--89	2	1869-0	33				
1	49--90	2	1869-0	33				
1	49--91	2	1869-0	33				
1	49--92	2	1869-0	33				
1	49--93	2	1869-0	33				
1	49--94	2	1869-0	33				
1	49--95	2	1869-0	33				
1	49--96	2	1869-0	33				
1	49--97	2	1869-0	33				
1	49--98	2	1869-0	33				
1	49--99	2	1869-0	33				
1	49--100	2	1869-0	33				

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NET

MODEL NO.

MODEL NO.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	50--02	2	1111-0	33				
1	50--03	2	1111-0	33				
1	50--04	2	1111-0	33				
1	50--05	2	1219-0	1	8	2529	2276	253
1	50--06	2	0569-0	2		2228	1985	243
1	50--07	2	0769-0	1		2356	2056	300
1	50--08	2	1111-0	33				
1	50--09	2	1867-0	1		3047	2887	160
1	50--10	2	1611-0	33				
1	50--11	2	1619-9	31				
1	50--12	2	0569-0	33				
1	50--13	2	1619-0	33				
1	50--14	2	0569-0	33				
1	50--15	2	0769-0	2	8	2212	1959	253
1	50--16	2	1837-0	1		2847	2631	216
1	50--17	2	1837-0	2	8	2935	2671	264
1	50--19	2	1639-9	31				
1	50--20	2	0727-0	1				
1	50--21	2	0769-0	1		2489	2026	463
1	50--22	2	0867-0	1		2386	2101	285
1	50--23	2	1837-0	1		3575	3364	211
1	50--24	2	1619-0	33		2974	2719	255
1	50--29	2	1837-0	33				
1	50--30	2	1211-0	1	8	3005	2342	663
1	50--31	2	1837-0	2	8	2724	2447	277
1	50--32	2	1835-0	2	8	3236	2958	278
1	50--33	2	0769-0	1	8	2325	2053	272
1	50--34	2	0769-0	2		2274	2020	254
1	50--35	2	1837-0	1		2902	2613	289
1	50--36	2	1837-0	1		2500	2254	246
1	50--37	2	1837-0	2	8	2876	2619	257
1	50--38	2	1837-0	2		2725	2672	251
1	50--39	2	1837-0	2		2725	2672	251

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	50-41	2	1839-0	1		2902	2686	216
1	50-42	2	1219-0	33				
1	50-43	2	1111-0	33				
1	50-44	2	1111-0	33				
1	50-45	2	1111-0	33				
1	50-46	2	1111-0	33				
1	50-47	2	1111-0	33				
1	50-48	2	1111-0	33				
1	50-49	2	1111-0	33				
1	50-50	2	1111-0	33				
1	50-51	2	1111-0	33				
1	50-52	2	1111-0	2	8	2224	1969	255
1	51-32	2	1635-0	2	8	2929	2666	263
1	51-33	2	0867-0	2	8	4008	3664	344
1	51-34	2	1837-0	2	8	2871	2608	263
1	51-35	2	0727-0	1		2438	2042	389
1	51-36	2	0769-0	1		2236	1981	255
1	51-37	2	1619-0	33				
1	51-38	2	1837-0	1		3154	2814	340
1	51-39	2	1837-0	33				
1	51-40	2	1611-0	1		3050	2787	263
1	51-41	2	1837-0	1		2506	2288	218
1	51-42	2	0727-0	2	8	3022	2730	292
1	51-43	2	1837-0	1		2332	2057	275
1	51-45	2	0569-0	1		2813	2548	265
1	51-46	2	1639-0	33				
1	51-47	2	1619-0	33				
1	51-63	2	0727-0	33				
1	51-64	2	0727-0	1		2385	2063	322
1	51-65	2	0727-0	1		2290	2032	258
1	51-66	2	1837-0	2	8	3000	2701	299
1	51-82	2	0727-0	1		2316	2037	279
1	51-83	2	1737-0	1		2711	2473	238
1	51-83	2	1835-0	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	51--84	2	0727-0	2	8	2217	1961	256
1	51--85	2	1235-0	2	8	2787	2552	235
1	51--86	2	1839-0	2	8	2876	2613	263
1	51--87	2	1645-0	2	8	3052	2788	264
1	51--88	2	1739-0	2	8	2615	2349	266
1	51--89	2	1619-0	33				
1	51--90	2	1111-0	33				
1	51--91	2	1111-0	33				
1	51--92	2	1639-9	31				
1	51--93	2	0569-0	1		2204	1875	329
1	51--95	2	0769-0	2	8	2261	2011	250
1	51--96	2	1645-0	1		3488	3200	288
1	51--97	2	1837-0	1		2647	2518	129
1	51--98	2	1837-0	1		2978	2647	331
1	52--02	2	0569-0	1		2073	1758	315
1	52--03	2	1839-0	1		2915	2648	267
1	52--04	2	1837-0	1		3100	2625	475
1	52--05	2	1867-0	1		3018	2749	269
1	52--06	2	1619-0	2	8	2648	2439	209
1	52--07	2	1767-0	1		2804	2466	338
1	52--10	2	1837-0	1		3077	2577	500
1	52--11	3	1111-0	1		2318	2164	154
1	52--19	3	1111-0	1		2082	1882	200
1	52--20	3	1637-0	1		2793	2476	317
1	52--21	3	0769-0	2	8	2276	2055	221
1	52--22	3	1635-0	1		2860	2741	119
1	52--23	3	1545-9	31				
1	52--24	3	1235-0	33				
1	52--25	3	1235-0	33				
1	52--26	3	1519-0	31				
1	52--27	3	0569-0	31				
1	52--28	3	0569-0	31				
1	52--29	3	0569-0	31				
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1	52--31	3	0569-0	31				
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1	52--34	3	0569-0	31				
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1	52--36	3	0569-0	31				
1	52--37	3	0569-0	31				
1	52--38	3	0569-0	31				
1	52--39	3	0569-0	31				
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1	52--41	3	0569-0	31				
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1	52--44	3	0569-0	31				
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1	52--46	3	0569-0	31				
1	52--47	3	0569-0	31				
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1	52--49	3	0569-0	31				
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1	52--51	3	0569-0	31				
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1	52--54	3	0569-0	31				
1	52--55	3	0569-0	31				
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1	52--57	3	0569-0	31				
1	52--58	3	0569-0	31				
1	52--59	3	0569-0	31				
1	52--60	3	0569-0	31				
1	52--61	3	0569-0	31				
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1	52--64	3	0569-0	31				
1	52--65	3	0569-0	31				
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1	52--68	3	0569-0	31				
1	52--69	3	0569-0	31				
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1	52--72	3	0569-0	31				
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1	52--75	3	0569-0	31				
1	52--76	3	0569-0	31				
1	52--77	3	0569-0	31				
1	52--78	3	0569-0	31				
1	52--79	3	0569-0	31				
1	52--80	3	0569-0	31				
1	52--81	3	0569-0	31				
1	52--82	3	0569-0	31				
1	52--83	3	0569-0	31				
1	52--84	3	0569-0	31				
1	52--85	3	0569-0	31				
1	52--86	3	0569-0	31				
1	52--87	3	0569-0	31				
1	52--88	3	0569-0	31				
1	52--89	3	0569-0	31				
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1	52--91	3	0569-0	31				
1	52--92	3	0569-0	31				
1	52--93	3	0569-0	31				
1	52--94	3	0569-0	31				
1	52--95	3	0569-0	31				
1	52--96	3	0569-0	31				
1	52--97	3	0569-0	31				
1	52--98	3	0569-0	31				
1	52--99	3	0569-0	31				
1	52--100	3	0569-0	31				
1	52--101	3	0569-0	31				
1	52--102	3	0569-0	31				
1	52--103	3	0569-0	31				
1	52--104	3	0569-0	31				
1	52--105	3	0569-0	31				
1	52--106	3	0569-0	31				
1	52--107	3	0569-0	31				
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1	52--109	3	0569-0	31				
1	52--110	3	0569-0	31				
1	52--111	3	0569-0	31				
1	52--112	3	0569-0	31				
1	52--113	3	0569-0	31				
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1	52--117	3	0569-0	31				
1	52--118	3	0569-0	31				
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1	52--120	3	0569-0	31				
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1	52--125	3	0569-0	31				
1	52--126	3	0569-0	31				
1	52--127	3	0569-0	31				
1	52--128	3	0569-0	31				
1	52--129	3	0569-0	31				
1	52--130	3	0569-0	31				
1	52--131	3	0569-0	31				
1	52--132	3	0569-0	31				
1	52--133	3	0569-0	31				
1	52--134	3	0569-0	31				
1	52--135	3	0569-0	31				
1	52--136	3	0569-0	31				
1	52--137	3	0569-0	31				
1	52--138	3	0569-0	31				
1	52--139	3	0569-0	31				
1	52--140	3	0569-0	31				
1	52--141	3	0569-0	31				
1	52--142	3	0569-0	31				
1	52--143	3	0569-0	31				
1	52--144	3	0569-0	31				
1	52--145	3	0569-0	31				
1	52--146	3	0569-0	31				
1	52--147	3	0569-0	31				
1	52--148	3	0569-0	31				
1	52--149	3	0569-0	31				
1	52--150	3	0569-0	31				
1	52--151	3	0569-0	31				
1	52--152	3	0569-0	31				
1	52--153	3	0569-0	31				
1	52--154	3	0569-0	31				
1	52--155	3	0569-0	31				
1	52--156	3	0569-0	31				
1	52--157	3	0569-0	31				
1	52--158	3	0569-0	31				
1	52--159	3	0569-0	31				
1	52--160	3	0569-0	31				
1	52--161	3	0569-0	31				
1	52--162	3	0569-0	31				
1	52--163	3	0569-0	31				
1	52--164	3	0569-0	31				
1	52--165	3	0569-0	31				
1	52--166	3	0569-0	31				
1	52--167	3	0569-0	31				
1	52--168	3	0569-0	31				
1	52--169	3	0569-0	31				
1	52--170	3	0569-0	31				
1	52--171	3	0569-0	31				
1	52--172	3	0569-0	31				
1	52--173	3	0569-0	31				
1	52--174	3	0569-0	31				
1	52--175	3	0569-0	31				
1	52--176	3	0569-0	31				
1	52--177	3	0569-0	31				
1	52--178	3	0569-0	31				
1	52--179	3	0569-0	31				
1	52--180	3	0569-0	31				
1	52--181	3	0569-0	31				
1	52--182	3	0569-0	31				
1	52--183	3	0569-0	31				
1	52--184	3	0569-0	31				
1	52--185	3	0569-0	31				
1	52--186	3	0569-0	31				
1	52--187	3	0569-0	31				
1	52--188	3	0569-0	31				
1	52--189	3	0569-0	31				
1	52--190	3	0569-0	31				
1	52--191	3	0569-0	31				
1	52--192	3	056					

1940 260 270 280 290 300 310 320 330 340 350 360 370 380 390 400 410 420 430 440 450 460 470 480 490 500 510 520 530 540 550 560 570 580 590 600 610 620 630 640 650 660 670 680 690 700 710 720 730 740 750 760 770 780 790 800 810 820 830 840 850 860 870 880 890 900 910 920 930 940 950 960 970 980 990

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	52--32	3	1837-0	2	8	2759	2479	280
1	52--33	3	1837-0	1		3142	2741	401
1	52--34	3	1235-0	2	8	2823	2511	312
1	52--35	3	1837-0	2	8	2807	2535	272
1	52--36	3	0769-0	1		2275	2084	191
1	52--37	3	1819-0	2	8	2910	2647	263
1	52--38	3	1511-0	1		2543	2135	408
1	52--39	3	1639-9	31				
1	52--40	3	1645-0	2	8	3182	2924	258
1	52--41	3	1839-0	33				
1	52--42	3	1737-0	1		2620	2446	174
1	52--43	3	1537-0	1		2571	2388	183
1	52--44	3	1511-0	33				
1	52--46	3	1111-0	2	8	2402	2142	260
1	52--47	3	0569-0	1		2130	1929	201
1	52--48	3	1635-9	31				
1	52--61	3	1837-0	2	8	2968	2676	292
1	52--62	3	1235-0	33				
1	52--63	3	1235-0	33				
1	52--65	3	0769-0	1		2177	1963	214
1	52--66	3	0727-0	1		2095	1791	304
1	52--68	3	1619-0	33				
1	52--69	3	1111-0	33				
1	52--70	3	0769-0	1		2309	2084	225
1	52--71	3	0867-0	33				
1	52--73	3	1835-0	1		3620	3432	188
1	52--74	3	1837-0	33				
1	52--75	3	0727-0	2	8	2247	2009	238
1	52--79	3	0769-0	2	8	2251	2050	201
1	52--80	3	1839-0	1		2895	2713	182
1	52--81	3	1837-0	1		2834	2668	166
1	53--03	3	0769-0	1		2400	2070	330
1	53--05	3	0527-0	2	8	2086	1832	254

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	53--06	3	1645-0	1		2855	2754	101
1	53--07	3	1835-0	2	8	3523	3267	256
1	53--08	3	1119-0	1		2360	2107	253
1	53--09	3	0867-0	1		3931	3660	271
1	53--10	3	0727-0	2	8	2213	1936	277
1	53--11	3	1219-0	2	8	2586	2317	269
1	53--12	3	1837-0	1		2824	2506	318
1	53--13	3	0769-0	2	8	2257	2014	243
1	53--14	3	1619-0	1		2682	2412	270
1	53--15	3	1839-0	1		2942	2700	242
1	53--17	3	0769-0	1		2286	2078	208
1	53--18	3	1839-0	33				
1	53--19	3	1737-0	1		2648	2437	211
1	53--20	3	1611-0	1		2579	2304	275
1	53--21	3	0727-0	33				
1	53--22	3	0769-0	2	8	2270	2092	178
1	53--23	3	1635-0	2	8	2823	2605	218
1	53--24	3	1839-0	2	8	2851	2586	265
1	53--25	3	1835-0	2	8	3033	2768	265
1	53--26	3	1121-0	33				
1	53--27	3	1867-9	31				
1	53--35	3	1611-0	33				
1	53--36	3	1511-0	1		2263	2033	230
1	53--39	3	0769-0	1		2303	2086	217
1	53--40	3	0769-0	1		2332	2076	256
1	53--41	3	1837-0	1		2856	2625	231
1	53--42	3	1819-0	1		3465	3150	315
1	53--43	3	1839-0	1		2933	2728	205
1	53--48	3	1135-0	1		2691	2438	253
1	53--49	3	1839-0	1		2878	2662	216
1	53--51	3	1839-0	2	8	2860	2612	248
1	53--52	3	1839-0	1		2933	2728	205
1	53--53	3	1839-0	1		2933	2728	205
1	53--54	3	1839-0	1		2933	2728	205
1	53--55	3	1839-0	1		2933	2728	205
1	53--56	3	1839-0	1		2933	2728	205
1	53--57	3	1839-0	1		2933	2728	205
1	53--58	3	1839-0	1		2933	2728	205
1	53--59	3	1839-0	1		2933	2728	205
1	53--60	3	1839-0	1		2933	2728	205

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	53--63	3	1645-0	1		3038	2833	205
1	53--64	3	0769-0	1		2319	2062	257
1	53--65	3	0769-0	1		2370	2036	334
1	53--66	3	1867-0	1		3200	2818	382
1	53--68	3	1837-0	33				
1	53--69	3	1819-0	1		2629	2304	325
1	53--70	3	1835-0	1		3355	3095	260
1	53--74	3	1111-0	1		2528	2123	405
1	53--75	3	0769-0	1		2281	2078	203
1	53--76	3	0769-0	1		2123	1963	160
1	53--77	3	1619-0	1		2594	2422	172
1	53--80	3	1837-0	2	8	2834	2601	233
1	53--89	3	1215-0	1		2878	2541	337
1	53--94	3	1837-0	1		2799	2509	290
1	53--95	3	1111-0	2	8	2375	2172	203
1	53--97	3	0727-0	1		2292	2041	251
1	53--98	3	1235-0	2	8	2803	2593	210
1	53--99	3	1635-0	1		3313	2851	462
1	54--00	3	0727-0	1		2252	2050	202
1	54--01	3	0727-0	2	8	2042	1791	251
1	54--02	3	0727-0	1		2382	2057	325
1	54--03	3	0727-0	33				
1	54--04	3	1219-0	33				
1	54--05	3	1135-0	2	8	2524	2310	214
1	54--08	3	1839-0	1		2929	2661	268
1	54--12	3	1837-0	1		2837	2625	212
1	54--13	3	0769-0	2	8	2317	2070	247
1	54--14	3	1837-0	2	8	2749	2552	197
1	54--15	3	1535-0	2	8	2776	2526	250
1	54--16	3	0727-0	2	8	2374	2048	326
1	54--17	3	1119-0	1		2343	2168	175
1	54--18	3	1635-0	2	8	2942	2720	222
1	54--21	3	0527-0	1		2161	1905	256

SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	54--22	3	0727-0	1		2161	1930	231
1	54--30	3	1837-0	1		2967	2724	243
1	54--31	3	1611-0	33				
1	54--32	3	1115-0	33				
1	54--34	3	1119-0	2	8	2237	2024	213
1	54--36	3	1837-0	2	8	2763	2530	233
1	54--37	3	1737-0	1		2652	2390	262
1	54--38	3	1867-0	1		3004	2744	260
1	54--39	3	1839-0	1		3012	2715	297
1	54--41	3	0727-0	1		2241	2049	192
1	54--42	3	1837-0	2	8	2718	2504	214
1	54--44	3	1111-0	33				
1	54--45	3	0867-0	1		3729	3515	214
1	54--46	3	1635-9	31				
1	54--47	3	1639-9	31				
1	54--48	3	1839-0	2	8	2964	2722	242
1	54--49	3	1837-0	2	8	2841	2626	215
1	54--50	3	1867-0	1		3056	2799	257
1	54--51	3	1837-0	2	8	2791	2578	213
1	54--52	3	1511-0	2	8	2413	2188	225
1	54--53	3	1837-0	1		2765	2669	96
1	54--54	3	1867-0	1		3134	2883	251
1	54--55	3	1839-0	1		2921	2583	338
1	54--63	3	0727-0	2	8	2127	1930	197
1	54--66	3	1645-0	2	8	2995	2775	220
1	54--76	3	0727-0	2	8	2251	2051	200
1	54--77	3	0727-0	1		2250	2049	201
1	54--78	3	0727-0	1		2250	2049	201
1	54--79	3	0727-0	1		2250	2049	201
1	54--80	3	1635-0	1		3027	2763	264
1	54--83	3	1867-0	2	8	2968	2754	214
1	54--85	3	1135-0	2	8	2679	2461	218
1	54--87	3	1837-0	1		2913	2670	243

890

54--87
1837-0

1837-0

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	54--98	4	1121-0	33		2635	2368	267
1	54--99	4	1611-0	1				
1	55--00	4	1837-0	33				
1	55--01	4	0727-0	1		2175	1891	284
1	55--02	4	0769-0	2	8	2297	2092	205
1	55--03	4	1839-0	1		2889	2667	222
1	55--04	4	1637-0	33				
1	55--05	4	1111-0	1		2164	1941	223
1	55--06	4	1739-0	1		2569	2392	177
1	55--07	4	1837-0	2	8	2829	2609	220
1	55--09	4	1839-0	1		3412	3208	204
1	55--10	4	1839-0	1		3381	3180	201
1	55--11	4	0769-0	1		2156	1937	219
1	55--12	4	0769-0	1		2343	2078	265
1	55--13	4	1211-0	1		2495	2325	170
1	55--14	4	1511-0	1		2471	2260	211
1	55--15	4	1611-0	33				
1	55--16	4	1837-0	33				
1	55--17	4	0727-0	1		2225	2056	169
1	55--18	4	1611-0	33				
1	55--19	4	1645-0	2	8	3177	2949	228
1	55--20	4	1867-0	2	8	3314	3101	213
1	55--21	4	1837-0	33				
1	55--23	4	1519-0	1		2240	2086	154
1	55--24	4	0569-0	1		2138	1987	151
1	55--25	4	1611-0	33				
1	55--26	4	1837-0	1		2888	2699	189
1	55--28	4	1619-0	1		2480	2326	154
1	55--29	4	1111-0	2	8	2166	1963	203
1	55--30	4	1837-0	1		2860	2562	298
1	55--31	4	1837-0	1		2825	2577	248
1	55--32	4	1611-0	33				
1	55--33	4	0867-0	2	8	3884	3538	346

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	55--34	4	1511-0	1		2453	2218	235
1	55--35	4	1835-0	1		3374	2996	378
1	55--36	4	0867-0	1		3789	3518	271
1	55--37	4	0867-0	1		3617	3417	200
1	55--38	4	1837-0	2	8	2823	2609	214
1	55--39	4	1119-0	2	8	2389	2128	261
1	55--40	4	0727-0	1		2046	1849	197
1	55--41	4	1839-0	2	8	2945	2719	226
1	55--42	4	1235-0	2	8	2947	2739	208
1	55--43	4	1837-0	1		2737	2448	289
1	55--44	4	1837-0	1		3003	2888	115
1	55--45	4	1839-0	1		2937	2648	289
1	55--58	4	1645-0	33				
1	55--59	4	1635-0	33				
1	55--61	4	1819-9	31				
1	55--77	4	1611-0	33				
1	55--78	4	1611-0	33				
1	55--87	4	1835-0	2	8	3525	3265	260
1	55--88	4	1839-0	2	8	2874	2632	242
1	55--89	4	1837-0	1		2697	2498	199
1	55--90	4	0727-0	2	8	2241	2032	209
1	55--92	4	1867-0	1		3100	2742	358
1	55--93	4	0727-0	1		2250	2049	201
1	55--94	4	1837-0	1		2848	2571	277
1	55--95	4	1235-9	31				
1	55--96	4	1511-0	1		2304	2102	202
1	55--97	4	1635-0	1		2961	2756	205
1	55--99	4	0867-0	2	8	4243	3919	324
1	56--07	4	0769-0	2	8	2280	2069	211
1	56--08	4	1837-0	1		2712	2474	238
1	56--09	4	1837-0	1		2885	2613	272
1	56--16	4	0549-0	2	8	2211	2003	208
1	56--17	4	1111-0	2	8	2210	2021	189

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	56--18	4	0727-0	2	8	2219	2016	203
1	56--21	4	1635-9	31				
1	56--23	4	1119-0	1				
1	56--26	4	1539-0	2	8	2388	2157	231
1	56--27	4	1535-0	33		2613	2390	223
1	56--28	4	1111-0	1				
1	56--40	4	1511-0	1		2510	2102	408
1	56--41	4	1519-0	33		2462	2269	193
1	56--42	4	1619-0	1				
1	56--44	4	0727-0	33		2651	2408	243
1	56--46	4	1839-0	33				
1	56--49	4	1837-0	1				
1	56--51	4	1135-0	1		3221	3007	214
1	56--52	4	1835-0	2	8	2452	2235	217
1	56--64	4	0867-0	2	8	3151	2925	226
1	56--65	4	1111-0	33		3975	3676	299
1	56--66	4	1119-0	33				
1	56--67	4	1837-0	1				
1	56--72	4	1867-0	2	8	3270	2910	360
1	56--73	4	0727-0	1		2754	2553	201
1	56--74	4	1511-0	1		2260	2057	203
1	56--75	4	1645-0	1		2457	2218	239
1	56--77	4	1839-0	1		3014	2816	198
1	56--78	4	1839-0	33		2834	2601	233
1	56--79	4	1839-0	2				
1	56--80	4	1215-0	1	8	2861	2646	215
1	56--81	4	1619-0	1		2576	2379	197
1	56--89	4	1635-0	1		2598	2394	204
1	56--90	4	0727-0	1		2958	2720	238
1	56--92	4	1837-0	1		2228	2018	210
1	56--93	4	1111-0	1		2948	2634	314
1	56--97	4	0727-0	2	8	2210	1955	255
1	56--98	4	0769-0	2	8	2235	2024	211
						2282	2078	204

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	57--03	4	0769-0	2	8	2283	2067	216
1	57--04	4	0727-0	2	8	2246	2038	208
1	57--10	5	0727-0	1		2250	2049	201
1	57--11	5	1837-0	1		2927	2713	214
1	57--12	5	1837-0	1		2765	2564	201
1	57--13	5	1837-0	33				
1	57--14	5	1111-0	1		2156	1956	200
1	57--15	5	0867-0	1		3757	3575	182
1	57--16	5	1839-0	2	8	2893	2657	236
1	57--19	5	1619-0	33				
1	57--20	5	1837-0	1		2857	2611	246
1	57--29	5	0727-0	1		2200	1989	211
1	57--32	5	1121-0	1		2171	1888	283
1	57--34	5	0727-0	33				
1	57--35	5	0727-0	1		2280	2054	226
1	57--36	5	1867-0	1	8	3324	3090	234
1	57--38	5	0769-0	2	8	2295	2092	203
1	57--39	5	1867-0	1		3060	2810	250
1	57--46	5	0769-0	2	8	2144	1926	218
1	57--47	5	1737-0	2	8	2656	2441	215
1	57--48	5	0727-0	1		2108	1929	179
1	57--50	5	1635-9	31				
1	57--51	5	0769-0	2	8	2247	2062	185
1	57--52	5	0769-0	2	8	2264	2076	188
1	57--65	5	1235-0	1		2962	2687	275
1	57--66	5	1135-9	31				
1	57--67	5	1837-0	1		2804	2625	179
1	57--81	5	1211-0	1		2445	2269	176
1	57--82	5	0727-0	1		2227	2009	218
1	57--84	5	1111-0	33				
1	57--85	5	0867-0	1		4030	3502	528
1	57--86	5	0867-0	1		4489	3497	992
1	57--86	5	1211-0	1		2210	2217	103

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET		DEALER INVOICE	MARKUP
						SELLING PRICE TO CUSTOMER	PRICE TO CUSTOMER		
1	58--77	5	1619-9	31				2032	121
1	58--80	5	0727-0	1					
1	58--81	5	1111-0	33			2153		
1	58--83	5	1111-0	2	8			2020	182
1	58--84	5	1867-0	2	8		3200	2974	226
1	58--97	5	1111-0	33					
1	58--98	5	1111-0	1			2462	2194	268
1	58--99	6	1839-0	2	8		2621	2408	213
1	59--00	6	0769-0	1			2253	2070	183
1	59--01	6	0769-0	1			2451	2129	322
1	59--02	6	0769-0	2	8		2290	2086	204
1	59--03	6	1839-0	1			2976	2765	211
1	59--04	6	1639-9	31					
1	59--05	6	0927-0	1			2467	2168	299
1	59--06	6	0727-0	2	8		2107	1905	202
1	59--07	6	1837-0	1			2842	2588	254
1	59--09	6	1737-0	1			2821	2520	301
1	59--16	6	0769-0	1			2359	2073	286
1	59--17	6	1737-0	2	8		2705	2485	220
1	59--18	6	1867-0	1			3157	2827	330
1	59--19	6	0769-0	1			2272	2071	201
1	59--20	6	1639-0	1			2433	2220	213
1	59--21	6	1839-0	1			3035	2853	182
1	59--22	6	1739-0	1			2386	2185	201
1	59--26	6	1235-0	1			2591	2390	201
1	59--27	6	1211-0	1			2271	2038	233
1	59--28	6	1837-0	2	8		2825	2609	216
1	59--34	6	1837-0	1			2620	2440	180
1	59--36	6	0769-0	1			2202	1951	251
1	59--37	6	1839-0	1			2942	2741	201
1	59--38	6	1837-0	1			2714	2475	239
1	59--40	6	1737-0	1			2425	2209	216
1	59--41	6	1837-0	2	8		2605	2413	186

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NET

1737-0
1837-0
1937-0
2037-0
2137-0
2237-0
2337-0
2437-0
2537-0
2637-0
2737-0
2837-0
2937-0
3037-0
3137-0
3237-0
3337-0
3437-0
3537-0
3637-0
3737-0
3837-0
3937-0
4037-0
4137-0
4237-0
4337-0
4437-0
4537-0
4637-0
4737-0
4837-0
4937-0
5037-0
5137-0
5237-0
5337-0
5437-0
5537-0
5637-0
5737-0
5837-0
5937-0
6037-0
6137-0
6237-0
6337-0
6437-0
6537-0
6637-0
6737-0
6837-0
6937-0
7037-0
7137-0
7237-0
7337-0
7437-0
7537-0
7637-0
7737-0
7837-0
7937-0
8037-0
8137-0
8237-0
8337-0
8437-0
8537-0
8637-0
8737-0
8837-0
8937-0
9037-0
9137-0
9237-0
9337-0
9437-0
9537-0
9637-0
9737-0
9837-0
9937-0
10037-0

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	59--42	6	1837-0	1		2839	2661	178
1	59--43	6	1135-0	1		2584	2422	162
1	59--45	6	1839-0	33				
1	59--61	6	0527-0	1				
1	59--62	6	1839-0	2	8	2163	1956	207
1	59--63	6	0927-0	1		2861	2641	220
1	59--64	6	1519-0	1		2600	2185	415
1	59--72	6	0927-0	1		2329	2118	211
1	59--73	6	0927-0	1		2524	2179	345
1	59--74	6	0727-0	2	8	2055	1863	192
1	59--77	6	1867-0	1		3001	2823	178
1	59--78	6	1737-0	2	8	2443	2271	172
1	59--82	6	1837-0	1		2911	2668	243
1	59--83	6	0727-0	1		2043	1905	138
1	59--87	6	1111-0	2	8	2322	2099	223
1	59--88	6	1839-0	2	8	2847	2633	214
1	59--89	6	1211-0	1		2887	2672	215
1	59--90	6	0769-0	1		2450	2320	130
1	59--91	6	1645-0	1		2318	2067	251
1	59--93	6	0927-0	1		3079	2807	272
1	59--94	6	1111-0	33		2430	2056	374
1	59--95	6	1737-0	2	8	2541	2335	206
1	59--97	6	1535-0	1		2718	2489	229
1	59--98	6	1635-0	1		3468	3032	436
1	60--10	6	1867-0	1		3075	2814	261
1	60--11	6	1839-0	33				
1	60--14	6	0927-0	1		2491	2187	304
1	60--21	6	1737-0	1		2773	2573	200
1	60--23	6	1111-0	2	8	2332	2130	202
1	60--24	6	1519-0	1		2497	2288	209
1	60--31	6	1837-0	1		3140	2839	301
1	60--33	6	1635-0	1		2947	2773	174
1	60--34	6	1219-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	60--35	6	1619-0	33		2913	2753	160
1	60--42	6	1839-0	1				
1	60--47	6	0727-0	33				
1	60--48	6	0727-0	1		2230	1921	309
1	60--49	6	1867-0	1		3091	2839	252
1	60--50	6	1645-0	1		3462	3209	253
1	60--52	6	1837-0	1		2707	2580	127
1	60--55	6	1645-0	2	8	3120	2905	215
1	60--56	6	1837-0	1		2764	2533	231
1	60--57	6	1837-0	1		2798	2546	252
1	60--58	6	0727-0	33				
1	60--59	6	1211-0	1		2700	2379	321
1	60--64	6	1619-0	33				
1	60--67	6	1211-0	1		2533	2306	227
1	60--69	6	1837-0	1		2961	2609	352
1	60--70	6	1837-0	2	8	2821	2609	212
1	60--71	6	1211-0	2	8	2277	2063	214
1	60--72	6	0927-0	1		2376	2085	291
1	60--73	6	1119-0	1		2238	2094	144
1	60--74	6	0727-0	33				
1	60--75	6	1635-0	1		3000	2787	213
1	60--80	6	1545-0	1		2634	2384	250
1	60--81	6	0727-0	1		2190	2032	158
1	60--82	6	1645-0	33				
1	60--83	6	1867-0	1		2986	2810	176
1	60--86	6	1119-0	1		2357	2201	156
1	60--87	6	1111-0	1		2335	2102	233
1	60--88	6	1635-0	1		2940	2752	188
1	60--90	6	0769-0	1		2329	2065	264
1	60--91	6	1839-0	1		2883	2634	249
1	60--92	6	1111-0	1		2168	1953	215
1	60--94	6	0769-0	1		2151	1937	214
1	60--95	6	1135-0	2	8	2679	2440	231

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NET

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	61--06	6	1837-0	2	8	2862	2657	205
1	61--07	6	1839-0	2	8	3038	2817	221
1	61--08	6	1119-0	1		2390	2218	172
1	61--09	6	0727-0	1		2130	1959	171
1	61--10	6	0927-0	1		2399	2104	295
1	61--11	6	1111-0	1		2300	2068	232
1	61--12	6	1537-0	2	8	2454	2248	206
1	61--13	6	1111-0	1		2255	2105	150
1	61--20	7	0727-0	1		2240	2058	182
1	61--21	7	1111-0	33				
1	61--22	7	1535-0	2	8	2809	2595	214
1	61--23	7	0727-0	1		2293	2049	244
1	61--24	7	1837-0	1		2874	2679	195
1	61--25	7	1839-0	2	8	2911	2676	235
1	61--26	7	1839-0	1		2869	2672	197
1	61--27	7	1837-0	1		2860	2592	268
1	61--28	7	0867-0	2	8	3973	3655	318
1	61--29	7	1837-0	1		2901	2628	273
1	61--30	7	1111-0	1		2314	2119	195
1	61--40	7	1837-0	1		2962	2752	210
1	61--41	7	1839-0	1		2897	2661	236
1	61--44	7	1619-0	33				
1	61--45	7	1837-0	2	8	2742	2529	213
1	61--46	7	1111-0	1		2154	1953	201
1	61--47	7	1111-0	33				
1	61--53	7	1837-0	2	8	2818	2603	215
1	61--55	7	1837-0	1		2860	2590	270
1	61--57	7	0769-0	1		2178	2034	144
1	61--58	7	1635-0	2	8	2969	2829	140
1	61--59	7	1837-0	2	8	2789	2577	212
1	61--60	7	1211-0	1		2325	2193	132
1	61--61	7	0927-0	1		2448	2084	364
1	61--63	7	0927-0	1		2524	2171	353

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	61--64	7	1739-0	1		2640	2489	151
1	61--65	7	1835-0	1		3590	3460	130.
1	61--82	7	1839-0	2	8	2857	2641	216
1	61--83	7	1739-0	1		2752	2551	201
1	61--84	7	1837-0	1		2785	2554	231
1	61--85	7	0769-0	1		2143	1955	188
1	61--86	7	0727-0	2	8	2260	2057	203
1	61--87	7	0867-0	1		3645	3380	265
1	61--88	7	1635-0	1		3149	2861	268
1	61--95	7	0927-0	1		2443	2066	377
1	61--96	7	1619-0	1		2591	2409	182
1	61--97	7	1839-0	2	8	2848	2646	202
1	61--98	7	0727-0	1		2311	2041	270
1	61--99	7	1837-0	2	8	2818	2625	193
1	62--01	7	1619-0	1		2683	2497	186
1	62--04	7	1839-0	2	8	2843	2627	216
1	62--08	7	1837-0	2	8	2805	2625	180
1	62--09	7	1111-0	33				
1	62--10	7	1135-0	2	8	2489	2274	215
1	62--11	7	1511-0	2	8	2256	2047	209
1	62--13	7	1837-0	1		3325	3065	260
1	62--14	7	0769-0	1		2168	2013	155
1	62--15	7	0927-0	33				
1	62--16	7	0527-0	1		2256	1956	300
1	62--17	7	1235-0	1		2612	2485	127
1	62--28	7	1119-0	1		2136	1916	220
1	62--29	7	1739-0	1		2635	2411	224
1	62--31	7	1611-0	1		2779	2461	318
1	62--44	7	1135-0	2	8	2608	2396	212
1	62--45	7	1111-0	33				
1	62--46	7	1635-0	2	8	3150	2938	212
1	62--47	7	1737-0	3		2659	2441	216
1	62--48	7	1111-0	3				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	62--49	7	1635-0	2	8	2990	2773	217
1	62--51	7	1837-0	2	8	2830	2612	218
1	62--52	7	1837-0	1		2890	2664	226
1	62--53	7	1511-0	1		2890	2293	255
1	62--54	7	1739-0	2	8	2539	2326	213
1	62--62	7	1535-0	33				
1	62--64	7	1111-0	33				
1	62--65	7	1635-0	1		2899	2701	198
1	62--66	7	1837-0	1		3001	2685	316
1	62--67	7	1837-0	1		2739	2589	150
1	62--68	7	1837-0	1	8	2806	2596	210
1	62--70	7	1837-0	2		3236	3024	212
1	62--72	7	1867-0	1	8	2786	2565	221
1	62--73	7	1819-0	2		2896	2664	232
1	62--74	7	1839-0	1		2326	2115	211
1	62--75	7	1119-0	1		4461	3671	790
1	62--86	7	0867-0	1		2859	2609	250
1	62--87	7	1837-0	1		3802	3385	417
1	62--97	7	0867-0	1		3050	2926	124
1	62--99	7	1645-0	1	8	3015	2796	219
1	63--00	7	1135-0	33				
1	63--01	7	0927-0	1		2504	2087	417
1	63--02	7	1635-0	1		2907	2741	166
1	63--07	8	1637-0	1		2772	2593	179
1	63--08	8	1135-0	1		2496	2339	157
1	63--09	8	1135-0	33				
1	63--10	8	1839-0	2				
1	63--11	8	1835-0	1	8	2849	2636	213
1	63--14	8	0727-0	1		3139	2941	198
1	63--15	8	0927-0	33		2181	2051	130
1	63--16	8	1635-0	2	8	2933	2723	210
1	63--21	8	1135-0	33				
1	63--22	8	1111-0	2	8	2337	2102	235

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	63--23	8	0769-0	1		2392	2077	315
1	63--24	8	1111-0	33				
1	63--25	8	1837-0	1		2857	2608	249
1	63--26	8	1619-0	2	8	2531	2329	202
1	63--27	8	1839-0	1		3018	2666	352
1	63--28	8	0527-0	2	8	2161	1967	194
1	63--30	8	1839-0	1		2833	2676	157
1	63--31	8	1215-0	1		2805	2594	211
1	63--34	8	1837-0	1		2892	2726	166
1	63--45	8	0927-0	1		2574	2083	491
1	63--46	8	0727-0	2	8	2220	2034	186
1	63--47	8	1837-0	1		3229	2864	365
1	63--50	8	0769-0	1		2361	2070	291
1	63--51	8	1837-0	1		2714	2546	168
1	63--53	8	1837-0	2	8	2758	2521	237
1	63--54	8	0927-0	1		2586	2183	403
1	63--55	8	1839-0	1		2801	2627	174
1	63--62	8	0727-0	2	8	2229	2019	210
1	63--68	8	1837-0	1		2786	2609	177
1	63--69	8	0867-0	1		3713	3502	211
1	63--70	8	0769-0	1		2119	1935	184
1	63--71	8	1739-0	2	8	2725	2501	224
1	63--72	8	1839-0	1		2859	2675	184
1	63--74	8	0927-0	1		2509	2076	433
1	63--76	8	0769-0	1		2221	2037	184
1	63--80	8	1111-0	33				
1	63--81	8	0727-0	1		2211	2004	207
1	63--82	8	1135-0	2	8	2713	2472	241
1	63--83	8	1111-0	1		2328	2065	263
1	63--88	8	1837-0	2	8	2850	2632	218
1	63--89	8	1839-0	1		2861	2641	240
1	63--90	8	1839-0	1		2919	2681	240
1	63--91	8	1839-0	1		2919	2681	240
1	63--92	8	1839-0	1		2919	2681	240

902

904

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	64--52	8	1511-0	2	8	2428	2210	218
1	64--55	8	1867-0	2	8	2880	2655	225
1	64--56	8	1839-0	1		3144	2741	403
1	64--57	8	0769-0	2	8	2254	2060	194
1	64--58	8	0727-0	1		2155	1966	189
1	64--59	8	0727-0	1		2135	1919	216
1	64--80	9	0569-0	1		2119	2003	116
1	64--81	9	0769-0	1		2318	2019	299
1	64--82	9	0769-0	2	8	2331	2116	215
1	64--83	9	1635-0	1		2900	2734	166
1	64--84	9	0727-0	1		2188	2024	164
1	64--85	9	1235-0	2	8	2766	2562	204
1	64--86	9	0769-0	1		2278	2045	233
1	64--87	9	1135-0	2		2542	2328	214
1	64--88	9	0727-0	1	8	2227	2026	201
1	64--89	9	0769-0	1		2200	2072	128
1	64--90	9	1835-0	1		3465	3321	144
1	64--91	9	1111-0	1		2250	2099	151
1	64--92	9	0769-0	1		2364	2044	320
1	64--93	9	1111-0	1		2250	2126	124
1	64--94	9	0769-0	1		2227	2064	163
1	64--98	9	1111-0	1		2285	2119	166
1	64--99	9	1619-0	1		2563	2430	133
1	65--00	9	0769-0	1		2300	2092	208
1	65--01	9	1837-0	1		2912	2675	237
1	65--02	9	1119-0	1		2225	2062	163
1	65--03	9	1111-0	1		2189	1986	203
1	65--04	9	1837-0	2	8	2857	2638	219
1	65--05	9	0727-0	2		2208	2020	188
1	65--06	9	1119-0	1		2170	1955	215
1	65--07	9	1867-0	1		3022	2840	192
1	65--08	9	0727-0	1		2750	2600	105
1	65--09	9	0727-0	1		2750	2600	221

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DEALER NO.	INVOICE NO.	MONTH AND YEAR	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	65-11	9	0727-0	1		2268	2049	219
1	65-12	9	0569-0	1		2304	2037	267
1	65-13	9	0527-0	1		2108	1956	152
1	65-14	9	0867-0	2	8	3712	3416	296
1	65-16	9	1837-0	1		2848	2688	160
1	65-17	9	1839-0	1		2861	2700	161
1	65-18	9	1837-0	1		2779	2603	176
1	65-19	9	1219-0	33				
1	65-20	9	1637-0	1		2650	2451	199
1	65-21	9	1511-0	1		2575	2288	287
1	65-37	9	1837-0	1		2788	2577	211
1	65-38	9	1511-0	1	8	2442	2218	224
1	65-39	9	0867-0	2		3500	3303	197
1	65-40	9	1111-0	1		2476	2201	275
1	65-41	9	0727-0	1		2265	2057	208
1	65-42	9	1111-0	1		2249	2073	176
1	65-43	9	1519-0	1		2255	2099	156
1	65-44	9	1535-0	1		2805	2651	154
1	65-45	9	0769-0	1		2200	2076	124
1	65-46	9	1837-0	1		2732	2585	147
1	65-47	9	1611-0	1		2593	2377	216
1	65-48	9	1111-0	1		2065	1914	151
1	65-49	9	1635-0	1		2949	2685	264
1	65-50	9	1867-0	1	8	3008	2805	203
1	65-67	9	1519-0	2		2400	2249	151
1	65-69	9	1511-0	1		2401	2168	233
1	65-70	9	0727-0	1		2275	2018	257
1	65-72	9	0769-0	1		2168	1962	206
1	65-73	9	1837-0	1		2669	2545	124
1	65-74	9	0769-0	1		2200	2006	194
1	65-78	9	0769-0	1		2125	1880	245
1	65-89	9	0527-0	1		1939	1774	165
1	65-90	9	1135-0	1		2625	2468	157

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

906

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	65--91	9	0727-0	1		2217	2018	199
1	65--93	9	1211-0	33				
1	65--98	9	1519-0	1		2420	2244	176
1	66--00	9	0769-0	1		2204	2070	134
1	66--01	9	1837-0	1		2754	2582	172
1	66--02	9	0769-0	32				
1	66--03	9	1111-0	32				
1	66--09	9	1839-0	1		2737	2614	123
1	66--10	9	0769-0	1		2278	2056	222
1	66--11	9	1837-0	1		2755	2609	146
1	66--16	9	1135-0	33				
1	66--17	9	1839-0	1		2839	2627	212
1	66--18	9	1839-0	1		2861	2590	271
1	66--19	9	1635-0	1		2879	2729	150
1	66--20	9	1111-0	1		2260	2213	47
1	66--21	9	1611-0	1		2645	2434	211
1	66--22	9	0867-0	1		3734	3482	252
1	66--23	9	1837-0	1		2790	2629	161
1	66--25	9	0727-0	1		2067	1892	175
1	66--41	9	0769-0	1		2350	1937	413
1	66--42	9	0769-0	1		2226	2054	172
1	66--44	10	1839-0	2	8	2853	2661	192
1	66--46	10	1837-0	1		2811	2609	202
1	66--47	10	1619-0	1		2700	2484	216
1	66--48	10	1119-0	1		2182	2019	163
1	66--66	10	0927-1	2	8	2559	2183	376
1	66--67	10	1169-1	2	8	2292	2028	264
1	66--68	10	1837-0	31				
1	66--69	10	0867-0	31				
1	66--70	10	0727-1	31				
1	66--71	10	1119-0	31				
1	66--72	10	1619-0	31				
1	66--73	10	1619-0	31				
1	66--74	10	1619-0	31				
1	66--75	10	1619-0	31				
1	66--76	10	1619-0	31				
1	66--77	10	1619-0	31				
1	66--78	10	1619-0	31				
1	66--79	10	1619-0	31				
1	66--80	10	1619-0	31				
1	66--81	10	1619-0	31				
1	66--82	10	1619-0	31				
1	66--83	10	1619-0	31				
1	66--84	10	1619-0	31				
1	66--85	10	1619-0	31				
1	66--86	10	1619-0	31				
1	66--87	10	1619-0	31				
1	66--88	10	1619-0	31				
1	66--89	10	1619-0	31				
1	66--90	10	1619-0	31				
1	66--91	10	1619-0	31				
1	66--92	10	1619-0	31				
1	66--93	10	1619-0	31				
1	66--94	10	1619-0	31				
1	66--95	10	1619-0	31				
1	66--96	10	1619-0	31				
1	66--97	10	1619-0	31				
1	66--98	10	1619-0	31				
1	66--99	10	1619-0	31				
1	66--100	10	1619-0	31				
1	66--101	10	1619-0	31				
1	66--102	10	1619-0	31				
1	66--103	10	1619-0	31				
1	66--104	10	1619-0	31				
1	66--105	10	1619-0	31				
1	66--106	10	1619-0	31				
1	66--107	10	1619-0	31				
1	66--108	10	1619-0	31				
1	66--109	10	1619-0	31				
1	66--110	10	1619-0	31				
1	66--111	10	1619-0	31				
1	66--112	10	1619-0	31				
1	66--113	10	1619-0	31				
1	66--114	10	1619-0	31				
1	66--115	10	1619-0	31				
1	66--116	10	1619-0	31				
1	66--117	10	1619-0	31				
1	66--118	10	1619-0	31				
1	66--119	10	1619-0	31				
1	66--120	10	1619-0	31				
1	66--121	10	1619-0	31				
1	66--122	10	1619-0	31				
1	66--123	10	1619-0	31				
1	66--124	10	1619-0	31				
1	66--125	10	1619-0	31				
1	66--126	10	1619-0	31				
1	66--127	10	1619-0	31				
1	66--128	10	1619-0	31				
1	66--129	10	1619-0	31				
1	66--130	10	1619-0	31				
1	66--131	10	1619-0	31				
1	66--132	10	1619-0	31				
1	66--133	10	1619-0	31				
1	66--134	10	1619-0	31				
1	66--135	10	1619-0	31				
1	66--136	10	1619-0	31				
1	66--137	10	1619-0	31				
1	66--138	10	1619-0	31				
1	66--139	10	1619-0	31				
1	66--140	10	1619-0	31				
1	66--141	10	1619-0	31				
1	66--142	10	1619-0	31				
1	66--143	10	1619-0	31				
1	66--144	10	1619-0	31				
1	66--145	10	1619-0	31				
1	66--146	10	1619-0	31				
1	66--147	10	1619-0	31				
1	66--148	10	1619-0	31				
1	66--149	10	1619-0	31				
1	66--150	10	1619-0	31				
1	66--151	10	1619-0	31				
1	66--152	10	1619-0	31				
1	66--153	10	1619-0	31				
1	66--154	10	1619-0	31				
1	66--155	10	1619-0	31				
1	66--156	10	1619-0	31				
1	66--157	10	1619-0	31				
1	66--158	10	1619-0	31				
1	66--159	10	1619-0	31				
1	66--160	10	1619-0	31				
1	66--161	10	1619-0	31				
1	66--162	10	1619-0	31				
1	66--163	10	1619-0	31				
1	66--164	10	1619-0	31				
1	66--165	10	1619-0	31				
1	66--166	10	1619-0	31				
1	66--167	10	1619-0	31				
1	66--168	10	1619-0	31				
1	66--169	10	1619-0	31				
1	66--170	10	1619-0	31				
1	66--171	10	1619-0	31				
1	66--172	10	1619-0	31				
1	66--173	10	1619-0	31				
1	66--174	10	1619-0	31				
1	66--175	10	1619-0	31				
1	66--176	10	1619-0	31				
1	66--177	10	1619-0	31				
1	66--178	10	1619-0	31				
1	66--179	10	1619-0	31				
1	66--180	10	1619-0	31				
1	66--181	10	1619-0	31				
1	66--182	10	1619-0	31				
1	66--183	10	1619-0	31				
1	66--184	10	1619-0	31				
1	66--185	10	1619-0	31				
1	66--186	10	1619-0	31				
1	66--187	10	1619-0	31				
1	66--188	10	1619-0	31				
1	66--189	10	1619-0	31				
1	66--190	10	1619-0	31				
1	66--191	10	1619-0	31				
1	66--192	10	1619-0	31				
1	66--193	10	1619-0	31				
1	66--194	10	1619-0	31				
1	66--195	10	1619-0	31				
1	66--196	10	1619-0	31				
1	66--197	10	1619-0	31				
1	66--198	10	1619-0	31				
1	66--199	10	1619-0	31				
1	66--200	10	1619-0	31				
1	66--201	10	1619-0	31				
1	66--202	10	1619-0	31				
1	66--203	10	1619-0	31				
1	66--204	10	1619-0	31				
1	66--205	10	1619-0	31				
1	66--206	10	1619-0	31				
1	66--207	10	1619-0	31				
1	66--208	10	1619-0	31				
1	66--209	10	1619-0	31				
1	66--210	10	1619-0	31				
1	66--211	10	1619-0	31				
1	66--212	10	1619-0	31				
1	66--213	10	1619-0	31				
1	66--214	10	1619-0	31				
1	66--215	10	1619-0	31				
1	66--216	10	1619-0	31				
1	66--217	10	1619-0	31				
1	66--218	10	1619-0	31				
1	66--219	10	1619-0	31				
1	66--220	10	1619-0	31				
1	66--221	10	1619-0	31				
1	66--222	10	1619-0	31				
1	66--223	10	1619-0	31				
1	66--224	10	1619-0	31				
1	66--225	10	1619-0	31				
1	66--226	10	1619-0					

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	66-75	10	0927-1	1		2468	2196	272
1	66-76	10	1837-0	31				
1	66-77	10	0769-0	31				
1	66-78	10	1111-1	1		2576	2199	377
1	66-81	10	1837-1	1		3138	2616	522
1	66-82	10	0927-1	1		2534	2186	348
1	66-83	10	1839-0	31				
1	66-84	10	1111-1	2	8	2321	2068	253
1	66-85	10	1111-1	2	8	2360	2108	252
1	66-86	10	1111-0	31				
1	66-87	10	0727-0	31				
1	66-88	10	1867-0	31				
1	66-90	10	1867-1	1		3243	2830	413
1	66-98	10	1839-1	1		3129	2641	488
1	66-99	10	1837-1	1		2913	2621	292
1	67-12	10	0867-0	31				
1	67-13	10	1837-0	31				
1	67-14	10	1837-0	31				
1	67-15	10	1839-1	1		3010	2650	360
1	67-16	10	1135-1	2	8	2646	2424	222
1	67-23	10	1135-1	2	8	2504	2239	265
1	67-35	10	0569-0	31				
1	67-36	10	1839-0	31				
1	67-37	10	1111-0	31				
1	67-38	10	0927-1	1		2527	2164	363
1	67-39	10	0867-1	1		4207	3675	532
1	67-40	10	0927-1	1		2417	2179	238
1	67-46	10	1611-1	33				
1	67-47	10	1111-0	31				
1	67-48	10	0867-1	2	8	3985	3675	310
1	67-49	10	0927-1	1		2385	2138	247
1	67-50	10	1635-1	2	8	2893	2626	267
1	67-53	10	1837-1	2	8	2876	2612	264

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	67--54	10	1867-1	1		3114	2823	291
1	67--55	10	0927-1	1		2380	2153	227
1	67--56	10	1837-0	31				
1	67--69	10	0727-1	2	8	2152	1902	250
1	67--70	10	1839-1	33				
1	67--75	10	0867-0	31				
1	67--76	10	0769-1	2	8	2331	2071	260
1	67--77	10	1819-0	31				
1	67--78	10	0927-1	33				
1	67--91	10	1669-1	2	8	2680	2430	250
1	67--92	10	1235-1	2	8	2964	2658	306
1	67--93	10	1837-1	2	8	2854	2585	269
1	67--94	10	0927-1	1		2383	2174	209
1	67--95	10	1869-1	2	8	2868	2599	269
1	67--96	10	1635-1	2	8	3019	2755	264
1	67--97	10	1839-1	2	8	3007	2724	283
1	67--98	10	1519-0	31				
1	67--99	10	1635-1	2	8	2970	2706	264
1	68--00	10	1867-1	1		3019	2770	249
1	68--03	10	1635-0	31				
1	68--04	10	1837-1	1		2962	2607	355
1	68--12	10	1111-0	31				
1	68--14	10	0769-1	2	8	2392	2081	311
1	68--17	10	1111-1	33				
1	68--18	10	1235-1	2	8	2773	2536	237
1	68--19	10	1837-1	2	8	3001	2736	265
1	68--20	10	0927-1	1		2704	2193	511
1	68--21	10	0727-1	2	8	2248	2027	221
1	68--22	10	1837-1	2	8	2898	2631	267
1	68--23	10	1111-1	2	8	2436	2128	308
1	68--24	10	1837-1	1		2850	2586	264
1	68--25	10	1837-1	2	8	2962	2661	260
1	68--26	10	1837-1	2		2962	2661	260

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	68--27	10	0927-1	1		2623	2109	514
1	68--28	10	1839-1	1		3029	2136	293
1	68--29	10	1111-1	33				
1	68--30	10	0867-1	1		4011	3713	298
1	68--39	10	0927-1	1		2522	2175	347
1	68--44	10	1111-1	33				
1	68--45	10	1669-1	2	8	2667	2413	254
1	68--46	10	1867-1	1		2893	2612	281
1	68--47	10	1837-1	2	8	2880	2610	270
1	68--48	10	1511-0	31				
1	68--50	10	1619-0	31				
1	68--51	10	1867-0	31				
1	68--53	10	1837-0	31				
1	68--61	10	1845-1	2	8	3320	3062	258
1	68--63	11	0927-1	1		2353	2176	177
1	68--64	11	1269-1	33				
1	68--66	11	1837-1	2	8	2867	2600	267
1	68--67	11	1837-1	1		2959	2596	363
1	68--68	11	1837-1	1		2869	2558	311
1	68--69	11	0867-1	2	8	3767	3459	308
1	68--70	11	0927-1	1		2513	2181	332
1	68--71	11	1837-1	2	8	2885	2645	240
1	68--72	11	1635-0	31				
1	68--87	11	0769-1	2	8	2334	2058	276
1	68--88	11	1111-1	33				
1	68--89	11	1837-1	33				
1	68--90	11	1611-0	31				
1	68--91	11	1635-0	31				
1	68--93	11	0927-1	2	8	2497	2175	322
1	68--94	11	0927-1	1		2474	2196	278
1	68--95	11	0867-1	2	8	3863	3541	322
1	68--96	11	1169-1	33				
1	68--97	11	1837-1	2	8	2976	2717	259

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

910

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	68--98	11	1867-1	1		3120	2854	266
1	68--99	11	1169-1	2	8	2491	2228	263
1	69--00	11	1169-1	2	8	2451	2187	264
1	69--01	11	1639-1	2	8	2857	2588	269
1	69--02	11	0769-1	2	8	2370	2102	268
1	69--04	11	1837-1	1		3006	2647	359
1	69--05	11	0927-1	1		2536	2164	372
1	69--06	11	0867-1	2	8	3808	3477	331
1	69--07	11	0927-1	2	8	2536	2151	385
1	69--08	11	1737-1	2	8	2589	2405	184
1	69--09	11	1845-1	2	8	3271	2980	291
1	69--10	11	1211-1	1		2500	2198	302
1	69--11	11	1837-1	2	8	2865	2585	280
1	69--12	11	1837-1	2	8	2959	2686	273
1	69--17	11	1637-0	31		2273	1966	307
1	69--19	11	0727-1	1				
1	69--21	11	1535-1	33				
1	69--22	11	1837-0	31				
1	69--23	11	0927-1	1		2506	2190	316
1	69--24	11	0927-1	1		2463	2192	271
1	69--26	11	0769-1	2	8	2329	2061	268
1	69--27	11	0769-1	1		2277	2048	229
1	69--28	11	1837-1	1		2771	2511	260
1	69--29	11	0927-1	1		2671	2171	500
1	69--30	11	1837-1	1		3042	2740	302
1	69--31	11	0927-1	1		2485	2092	393
1	69--32	11	1837-1	2	8	2883	2634	249
1	69--33	11	1837-1	1		2895	2631	264
1	69--34	11	1837-1	2	8	2879	2624	255
1	69--35	11	1837-1	33				
1	69--36	11	1837-1	2		3227	2941	286
1	69--37	11	1837-1	2		2555	2174	417
1	69--38	11	1837-1	2		2466	2174	315

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	69--39	11	0569-1	2	8	2197	1900	297
1	69--52	11	1669-1	2	8	2652	2395	257
1	69--53	11	1235-1	2	8	2711	2457	254
1	69--54	11	0769-1	2	8	2310	2067	243
1	69--55	11	1835-1	2	8	3191	2922	269
1	69--56	11	1839-1	2	8	2824	2559	265
1	69--57	11	1837-1	1	8	2899	2628	271
1	69--71	11	1837-1	2	8	3061	2767	294
1	69--72	11	0727-1	2	8	2334	2024	310
1	69--73	11	0927-1	1	8	2573	2192	381
1	69--74	11	0769-0	31				
1	69--75	11	1211-0	31				
1	69--82	11	0927-1	1		2467	2200	267
1	69--83	11	1635-1	1		3086	2868	218
1	69--84	11	0927-1	1		2502	2206	296
1	69--85	11	1837-1	1		3188	2734	454
1	69--86	11	0535-1	1		2331	2193	138
1	69--87	11	1635-1	33				
1	69--88	11	1635-0	31				
1	69--89	11	1837-1	1		3100	2629	471
1	69--90	11	1837-1	1		2966	2668	298
1	69--95	11	1869-1	1		2961	2555	406
1	69--96	11	1867-1	1		2985	2744	241
1	69--97	11	0927-1	2	8	2480	2171	309
1	69--98	11	0769-1	2	8	2293	2035	258
1	69--99	11	0569-1	2	8	2061	1809	252
1	70--01	11	0727-0	31				
1	70--02	11	0769-1	1		2365	2074	291
1	70--13	11	0569-1	33				
1	70--14	11	0727-1	8		2229	1986	243
1	70--15	11	1837-1	2	8	3007	2695	312
1	70--17	11	1867-1	2	8	3110	2849	261
1	70--18	11	1837-1	1		2918	2625	293

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	70-19	11	0769-1	2	8	2298	2044	254
1	70-37	11	0927-1	1		2736	2198	538
1	70-38	11	0769-1	2	8	2319	2106	213
1	70-39	11	0735-1	2	8	2520	2267	253
1	70-40	11	0769-1	1		2217	2049	168
1	70-41	11	0927-1	2	8	2634	2166	468
1	70-42	11	0927-1	2	8	2443	2111	332
1	70-43	11	1645-1	33				
1	70-44	11	0769-0	31				
1	70-47	11	0735-1	33				
1	70-49	11	0927-1	1		2529	2150	379
1	70-71	11	1837-1	1		2673	2431	242
1	70-72	11	1837-1	2	8	2963	2684	279
1	70-73	11	1837-1	1		2979	2707	272
1	70-74	11	R1206-1	33				
1	70-75	11	0927-1	1		2473	2014	459
1	70-76	11	1611-1	1		2449	2138	311
1	70-88	11	0867-1	1		3975	3658	317
1	70-89	11	1611-1	33				
1	70-90	11	1867-0	31				
1	70-93	11	0727-1	1		2295	2058	237
1	70-95	11	1837-1	1		2959	2566	393
1	70-96	11	1235-1	2	8	2872	2610	262
1	70-97	11	1111-1	33				
1	70-98	11	1837-0	31				
1	70-99	11	1837-0	31				
1	71-00	11	0727-1	1		2378	2051	327
1	71-01	11	1837-1	2	8	2947	2678	269
1	71-02	11	1111-1	1		2136	1916	220
1	71-03	11	0769-1	2	8	2352	2092	260
1	71-04	11	1111-1	33				
1	71-05	11	1837-1	2	8	2928	2448	280

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	71--09	11	0769-0	31				
1	71--11	11	0927-1	2	8	2503	2178	325
1	71--12	11	1867-1	1		3137	2820	317
1	71--13	11	1737-1	1		2563	2200	363
1	71--14	11	0927-1	1		2523	2193	330
1	71--16	11	0735-1	2	8	2596	2337	259
1	71--17	11	0727-1	1		2319	2039	280
1	71--18	11	1635-0	31				
1	71--19	11	1569-1	1				
1	71--20	11	0927-1	2	8	2577	2289	288
1	71--29	11	0769-1	2	8	2473	2158	315
1	71--30	11	0927-1	2		2320	2056	264
1	71--31	11	0927-1	1		2396	2096	300
1	71--32	11	1839-1	2	8	2477	2160	317
1	71--34	11	1669-1	1		3015	2737	278
1	71--35	11	1511-1	33				
1	71--36	11	0769-1	2	8	2545	2277	268
1	71--37	11	1739-1	33				
1	71--38	11	0727-1	1		2693	2536	157
1	71--39	11	1111-1	1		2218	2066	152
1	71--41	11	0769-1	1		2380	2145	235
1	71--42	11	0769-1	33				
1	71--43	11	0769-1	33				
1	71--44	11	0569-1	33				
1	71--45	11	1635-1	33				
1	71--46	12	1669-1	2	8	2958	2753	205
1	71--47	12	0867-1	1		2649	2452	197
1	71--48	12	1269-1	1		3822	3472	350
1	71--49	12	0927-1	33				
1	71--50	12	0867-1	1		2571	2202	369
1	71--51	12	1839-1	2	8	4300	3942	358
1	71--52	12	1635-1	2	8	3018	2755	263
1	71--53	12	0927-1	1		2958	2709	249
1		12		1		2608	2119	489

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	71-54	12	1635-1	2	8	3131	2862	269
1	71-55	12	1535-1	33				
1	71-56	12	1211-1	2	8	2352	2088	264
1	71-57	12	1845-1	1		3053	2852	201
1	71-58	12	0735-1	2	8	2465	2217	248
1	71-59	12	0769-1	2	8	2281	2046	235
1	71-60	12	1845-1	1		3332	3044	288
1	71-62	12	1111-1	33				
1	71-63	12	0927-1	2	8	2409	2094	315
1	71-64	12	1839-1	2	8	2933	2666	267
1	71-65	12	0527-1	33				
1	71-84	12	1611-1	33				
1	71-85	12	0927-1	1		2489	2180	309
1	71-86	12	1839-0	31				
1	71-87	12	1811-1	1		2772	2513	259
1	71-88	12	0927-1	2	8	2408	2068	340
1	71-89	12	0927-1	2	8	2489	2171	318
1	71-90	12	0927-1	1		2477	2204	273
1	71-91	12	1837-0	31				
1	71-93	12	1837-1	1		2761	2504	257
1	71-94	12	1867-1	1		3258	2990	268
1	72-03	12	1669-1	33				
1	72-04	12	1669-1	33				
1	72-05	12	1569-1	33				
1	72-06	12	1111-0	31				
1	72-07	12	0927-1	2	8	2484	2193	291
1	72-08	12	1867-1	1		2900	2847	53
1	72-09	12	1669-1	33				
1	72-11	12	1837-1	1		2814	2548	266
1	72-12	12	1169-1	2	8	2460	2201	259
1	72-20	12	0927-1	2	8	2401	2085	316
1	72-21	12	1635-1	1		2660	2630	230
1	72-22	12	1635-1	1		2660	2670	412

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	72--24	12	0927-1	1		2542	2171	371
1	72--27	12	0535-1	2	8	2272	2028	244
1	72--29	12	0735-1	2	8	2487	2237	250
1	72--30	12	1837-1	2	8	2970	2688	282
1	72--31	12	0527-1	1		2103	1833	270
1	72--32	12	0769-1	1		2325	2014	311
1	72--33	12	0927-1	2	8	2507	2188	319
1	72--34	12	0927-1	1		2526	2190	336
1	72--35	12	0727-1	2	8	2290	2003	287
1	72--36	12	1135-1	2	8	2578	2319	259
1	72--37	12	1669-1	33				
1	72--38	12	1669-1	33				
1	72--40	12	1669-1	2	8	2700	2440	260
1	72--41	12	1669-1	33				
1	72--43	12	1135-1	2	8	2675	2406	269
1	72--44	12	0927-1	1		2410	2123	287
1	72--45	12	1837-1	2	8	2884	2630	254
1	72--46	12	0927-1	2	8	2441	2111	330
1	72--47	12	1511-1	33				
1	72--48	12	0769-1	2	8	2237	1977	260
1	72--49	12	0927-1	33				
1	72--50	12	0927-1	33				
1	72--51	12	0927-1	33				
1	72--52	12	0927-1	33				
1	72--53	12	0927-1	33				
1	72--54	12	0927-1	33				
1	72--55	12	0927-1	33				
1	72--56	12	0927-1	33				
1	72--57	12	0927-1	33				
1	72--58	12	0927-1	33				
1	72--59	12	0927-1	1				
1	72--60	12	1837-1	2	8	2468	2131	337
1	72--61	12	1535-1	33		3306	3036	270

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - BIGGS

916

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	72--63	12	1635-1	1		3010	2758	252
1	72--64	12	1135-1	1		2450	2318	132
1	72--65	12	0769-1	2	8	2327	2065	262
1	72--66	12	1645-1	2	8	3571	3272	299
1	72--77	12	1635-1	2	8	3000	2739	261
1	72--78	12	1837-1	1		3160	2896	264
1	72--87	12	1645-1	1		2975	2773	202
1	72--99	12	0927-1	2	8	2471	2153	318
1	73--00	12	1837-1	1		2898	2638	260
1	73--01	12	1837-1	2	8	3216	2776	440
1	73--02	12	1845-1	33				
1	73--03	12	1669-1	1		2866	2608	258
1	73--04	12	1839-1	1		2981	2672	309
1	73--05	12	1611-1	1		2660	2415	245
1	73--06	12	1569-1	33				
1	73--07	12	0927-1	1		2493	2186	307
1	73--08	12	0927-1	1		2391	2155	236
1	73--09	12	0569-0	31				
1	73--10	12	0927-1	33				
1	73--11	12	1111-1	2	8	2205	1958	247
1	73--12	12	1635-1	1		2967	2766	201
1	73--13	12	1669-1	33				
1	73--14	12	1837-1	1		2885	2624	261
1	73--15	12	0927-1	1		2428	2137	291
1	73--17	12	1845-1	33				
1	73--19	12	1169-1	2	8	2535	2270	265
1	73--20	12	1867-1	1		3000	2770	230
1	73--21	12	1839-1	33				
1	73--22	12	0927-1	2	8	2320	2100	220
1	73--24	12	0867-1	1		4435	4011	424
1	73--25	12	1837-0	31				
1	73--26	12	1837-1	33				
1	73--27	12	1837-1	33				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	73--35	12	1837-1	1				
1	73--36	12	1737-1	2		2994	2694	300
1	73--37	12	1839-1	33	8	2574	2325	249
1	73--38	12	0569-1	33				
1	73--39	12	0769-1	2				
1	73--40	12	1739-1	2	8	2337	2079	258
1	73--41	12	1535-1	1	8	2859	2595	264
1	73--43	12	1637-0	31		2814	2550	264
1	73--44	12	1837-1	1				
1	73--45	12	1235-1	33		2975	2610	365
1	73--46	12	0927-1	33				
1	73--47	12	0927-1	33				
1	73--48	12	0927-1	33				
1	73--49	12	0927-1	33				
1	73--50	12	0569-1	33				
1	73--51	12	1839-1	2	8	2965	2700	265
1	73--52	12	1837-0	31				
1	73--53	12	1837-1	2				
1	73--54	12	0867-0	31	8	2628	2368	260
1	73--55	12	1235-1	33				
1	73--56	12	0927-1	33				
1	73--57	12	1519-0	31				
1	73--61	12	1837-0	31				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[fol. 1502]

SUMMARY TABLE - DEALER - BIGGS

TYPE OF SALE	NO. OF SALES	-----AVERAGES-----		
		MEDIAN MARKUP	ARITHMETIC MEAN MARKUP	
1	643	249	264	
2	355	254	252	
SUBTOTAL	998			
31	82			
32	3			
33	227			
34				
35				
SUBTOTAL	312			
OTHER				
TOTAL	1,310			

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DEALER NO.

PG. - LINE NO.

MONTH SOLD

MODEL NO. AND YEAR

TYPE OF SALE

OUTLET NO.

SELLING PRICE TO CUSTOMER

DEALER INVOICE

MARKUP

DEALER NO.	PG. - LINE NO.	MONTH SOLD	YEAR	TYPE OF SALE*	OUTLET NO.*	PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	1--07	1	1839-0	1		2857	2695	162
2	1--08	1	1837-0	33				
2	1--09	1	0569-0	1		2100	1878	222
2	1--10	1	1837-0	1		2869	2637	232
2	1--11	1	1867-0	33				
2	1--12	1	1839-0	1		2882	2733	149
2	1--13	1	1211-0	1		2429	2220	209
2	1--14	1	0769-0	33				
2	1--15	1	1511-0	1		2728	2254	474
2	1--16	1	1645-0	33				
2	1--17	1	0769-0	33				
2	1--18	1	0769-0	33				
2	1--19	1	1835-0	33				
2	1--20	1	1837-0	2	8	2639	2333	306
2	1--21	1	1839-0	33				
2	1--22	1	1867-0	33				
2	1--23	1	0569-0	33				
2	1--24	1	1519-0	33				
2	1--25	1	0769-0	33				
2	1--26	1	1835-0	1		3478	3016	462
2	1--27	1	0569-0	1		2253	1874	379
2	1--28	1	1519-0	1		2502	2267	235
2	1--29	1	0769-0	1		2414	2044	370
2	1--30	1	0769-0	1		2319	2046	273
2	1--31	1	0769-0	1		2400	2047	353
2	1--32	1	1867-0	33				
2	2--01	1	1867-0	33				
2	2--02	1	1111-0	1		2262	2124	138
2	2--03	1	0867-0	1		3788	3501	287
2	2--04	1	0769-0	1		2367	1918	449
2	2--05	1	1511-0	1		2575	2260	315
2	2--06	1	0569-0	2	8	2258	1994	264
2	2--07	1	1867-0	1		3029	2801	228

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	2--08	1	1115-0	33				
2	2--09	1	1835-0	1		3071	2944	127
2	2--10	1	0769-0	2	8	2165	1879	286
2	2--11	1	1837-0	33				
2	2--13	1	0569-0	33				
2	2--14	1	1835-0	33				
2	2--15	1	1837-0	1		2768	2635	133
2	2--16	1	1837-0	33				
2	2--18	1	1837-0	33				
2	2--19	1	1837-0	33				
2	2--20	1	0769-0	33				
2	2--21	1	1839-0	1		2900	2784	116
2	2--22	1	0769-0	2	8	2462	2086	376
2	2--23	1	1867-0	33				
2	2--24	1	0769-0	33				
2	2--25	1	1837-0	33				
2	2--26	1	1837-0	33				
2	2--27	1	1867-0	33				
2	2--28	1	1839-0	33				
2	2--29	1	1837-0	33				
2	2--30	1	1837-0	33				
2	2--31	1	0569-0	33				
2	2--32	1	1837-0	33				
2	3--01	1	1111-0	2	8	2222	1968	254
2	3--02	1	0769-0	2	8	2347	2076	271
2	3--03	1	1837-0	33				
2	3--04	1	0769-0	33				
2	3--05	1	1519-0	1		2421	2238	183
2	3--06	1	1837-0	33				
2	3--07	1	1619-0	1		2628	2485	143
2	3--08	1	1837-0	1		2889	2619	270
2	3--09	1	0769-0	33				
2	3--10	1	1867-0	33				
2	3--11	1	1867-0	33				
2	3--12	1	1867-0	33				
2	3--13	1	1867-0	33				
2	3--14	1	1867-0	33				
2	3--15	1	1867-0	33				
2	3--16	1	1867-0	33				
2	3--17	1	1867-0	33				
2	3--18	1	1867-0	33				
2	3--19	1	1867-0	33				
2	3--20	1	1867-0	33				
2	3--21	1	1867-0	33				
2	3--22	1	1867-0	33				
2	3--23	1	1867-0	33				
2	3--24	1	1867-0	33				
2	3--25	1	1867-0	33				
2	3--26	1	1867-0	33				
2	3--27	1	1867-0	33				
2	3--28	1	1867-0	33				
2	3--29	1	1867-0	33				
2	3--30	1	1867-0	33				
2	3--31	1	1867-0	33				
2	3--32	1	1867-0	33				
2	3--33	1	1867-0	33				
2	3--34	1	1867-0	33				
2	3--35	1	1867-0	33				
2	3--36	1	1867-0	33				
2	3--37	1	1867-0	33				
2	3--38	1	1867-0	33				
2	3--39	1	1867-0	33				
2	3--40	1	1867-0	33				
2	3--41	1	1867-0	33				
2	3--42	1	1867-0	33				
2	3--43	1	1867-0	33				
2	3--44	1	1867-0	33				
2	3--45	1	1867-0	33				
2	3--46	1	1867-0	33				
2	3--47	1	1867-0	33				
2	3--48	1	1867-0	33				
2	3--49	1	1867-0	33				
2	3--50	1	1867-0	33				
2	3--51	1	1867-0	33				
2	3--52	1	1867-0	33				
2	3--53	1	1867-0	33				
2	3--54	1	1867-0	33				
2	3--55	1	1867-0	33				
2	3--56	1	1867-0	33				
2	3--57	1	1867-0	33				
2	3--58	1	1867-0	33				
2	3--59	1	1867-0	33				
2	3--60	1	1867-0	33				
2	3--61	1	1867-0	33				
2	3--62	1	1867-0	33				
2	3--63	1	1867-0	33				
2	3--64	1	1867-0	33				
2	3--65	1	1867-0	33				
2	3--66	1	1867-0	33				
2	3--67	1	1867-0	33				
2	3--68	1	1867-0	33				
2	3--69	1	1867-0	33				
2	3--70	1	1867-0	33				
2	3--71	1	1867-0	33				
2	3--72	1	1867-0	33				
2	3--73	1	1867-0	33				
2	3--74	1	1867-0	33				
2	3--75	1	1867-0	33				
2	3--76	1	1867-0	33				
2	3--77	1	1867-0	33				
2	3--78	1	1867-0	33				
2	3--79	1	1867-0	33				
2	3--80	1	1867-0	33				
2	3--81	1	1867-0	33				
2	3--82	1	1867-0	33				
2	3--83	1	1867-0	33				
2	3--84	1	1867-0	33				
2	3--85	1	1867-0	33				
2	3--86	1	1867-0	33				
2	3--87	1	1867-0	33				
2	3--88	1	1867-0	33				
2	3--89	1	1867-0	33				
2	3--90	1	1867-0	33				
2	3--91	1	1867-0	33				
2	3--92	1	1867-0	33				
2	3--93	1	1867-0	33				
2	3--94	1	1867-0	33				
2	3--95	1	1867-0	33				
2	3--96	1	1867-0	33				
2	3--97	1	1867-0	33				
2	3--98	1	1867-0	33				
2	3--99	1	1867-0	33				
2	3--100	1	1867-0	33				

DEALER NO.	PG. -	LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	3	11	1	0769-0	1		2515	2044	471
2	3	12	1	0769-0	1		2437	2062	375
2	3	13	1	0769-0	1		2510	2078	432
2	3	14	1	1837-0	1		2938	2680	258
2	3	15	1	0769-0	1		2536	2062	474
2	3	16	1	0769-0	2	8	2188	1931	257
2	3	17	1	1519-0	33				
2	3	18	1	0769-0	33				
2	3	19	1	0769-0	33				
2	3	20	1	0769-0	2	8	2325	2046	279
2	3	21	1	1219-0	1		2644	2290	354
2	3	22	1	1537-0	1		2525	2343	182
2	3	23	1	0769-0	1		2385	2044	341
2	3	24	1	0769-0	1		2324	2044	280
2	3	25	1	0769-0	1		2339	2038	301
2	3	26	1	1219-0	33				
2	3	27	1	0769-0	1		2458	2078	380
2	3	28	1	1867-0	1		3000	2806	194
2	3	29	1	0769-0	1		2275	2053	222
2	3	30	1	1867-0	1		3360	2753	607
2	3	31	1	1837-9	31				
2	3	32	1	1867-0	33				
2	4	01	1	1839-0	33				
2	4	02	1	1867-0	33				
2	4	03	1	0769-0	33				
2	4	04	1	0569-0	33				
2	4	05	1	1839-0	1		2243	2021	222
2	4	06	1	1839-0	33				
2	4	07	1	1837-0	33				
2	4	08	1	1837-0	33				
2	4	09	1	1837-0	2	8	2817	2547	270
2	4	10	1	0769-0	2	8	2309	2031	278
2	4	11	1	1867-0	33				

SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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922.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	4--12	1	1111-0	1		2294	2156	138
2	4--13	1	1837-0	33				
2	4--14	1	1837-0	33				
2	4--15	1	1837-0	1			2512	164
2	4--16	1	1837-0	33		2676		
2	4--17	1	1837-0	33				
2	4--18	1	1837-0	33				
2	4--19	1	1837-0	33				
2	4--20	1	0769-0	2	8	2291	2039	252
2	4--21	1	0769-0	33				
2	4--22	1	0569-0	1		2051	1846	205
2	4--23	1	1837-0	1		2650	2415	235
2	4--24	1	0769-0	1		2258	2028	230
2	4--25	1	1837-0	33				
2	4--26	1	1837-0	33				
2	4--27	1	1837-0	33				
2	4--28	1	1837-0	33				
2	4--29	1	1837-0	33				
2	4--30	1	1837-0	33				
2	4--31	1	1837-0	33				
2	4--32	1	1837-0	1		2840	2507	333
2	5--01	1	0569-0	1		2260	1976	284
2	5--02	1	0769-0	1		2455	2084	371
2	5--03	1	0769-0	2	8	2190	1919	271
2	5--04	1	1839-0	1		2703	2588	115
2	5--05	1	1611-0	1		2486	2307	179
2	5--06	1	1837-0	1		2819	2652	167
2	5--07	1	1111-0	2	8	2410	2140	270
2	5--08	1	1119-0	2		2542	2264	278
2	5--09	1	0769-0	2		2279	2050	229
2	5--10	1	1511-0	2	8	2228	1969	259
2	5--11	1	1419-0	1		2504	2360	144
2	5--12	1	1111-0	3				

33

1111-0

3-12

3

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	5-13	1	1837-0	1		2981	2637	344
2	5-14	1	1839-0	33				
2	5-15	1	1839-0	33				
2	5-16	1	1839-0	33				
2	5-17	1	0769-0	1				
2	5-18	1	1837-0	1		2191	1943	248
2	5-19	1	1839-0	33		2732	2549	183
2	5-20	1	1635-9	31				
2	5-21	1	0769-0	2	8	2322	2036	286
2	5-22	1	1839-0	2	8	2874	2610	264
2	5-23	1	1837-0	33				
2	5-24	1	1837-0	1		2691	2544	147
2	5-25	1	1839-0	33				
2	5-26	1	0867-0	2	8	3680	3368	312
2	5-27	1	1867-0	33				
2	5-28	1	1837-0	33				
2	5-29	1	1867-0	1		3034	2854	180
2	5-30	1	1837-0	1		2679	2547	132
2	5-31	1	1839-0	33				
2	5-32	1	1539-0	1		2538	2393	145
2	6-01	1	1837-0	1		2757	2609	148
2	6-02	1	1839-0	33				
2	6-03	1	0569-0	1				
2	6-04	1	1837-0	2	8	2198	1978	220
2	6-05	1	1819-0	1		2903	2646	257
2	6-06	1	0569-0	1		2801	2575	226
2	6-07	1	1837-0	33		2104	1799	305
2	6-08	1	1837-0	1				
2	6-09	1	1867-0	1		2730	2594	136
2	6-10	1	1511-0	33		3001	2812	189
2	6-11	1	1839-0	33				
2	6-12	1	1837-0	33				
2	6-13	1	1837-0	33				

DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	6--14	1	1837-0	33				
2	6--15	1	1837-0	33				
2	6--16	1	1837-0	33				
2	6--17	1	1837-0	33				
2	6--18	1	0769-0	33				
2	6--19	1	0769-0	33				
2	6--20	1	1645-0	33				
2	6--21	1	0769-0	33				
2	6--22	1	1837-0	33				
2	6--23	1	1837-0	33				
2	6--24	1	1837-0	33				
2	6--25	1	1867-0	33				
2	6--26	1	1867-0	33				
2	6--27	1	1635-0	1		2830	2674	156
2	6--28	1	1619-0	1		2552	2355	197
2	6--29	1	1837-0	33				
2	6--30	1	1837-0	33				
2	6--31	1	1837-0	2	8	2877	2633	244
2	6--32	1	1867-0	33				
2	7--01	1	1837-0	33				
2	7--02	1	0769-0	33				
2	7--03	1	0769-0	1		2190	1981	209
2	7--04	1	0769-0	2	8	2246	1945	301
2	7--05	1	0867-0	1		4077	3848	229
2	7--06	1	0867-0	1		3828	3332	496
2	7--07	1	1135-0	33				
2	7--08	1	1135-0	33				
2	8--01	2	0769-0	2	8	2284	2028	256
2	8--02	2	1837-0	33				
2	8--03	2	1211-0	1		2432	2264	168
2	8--04	2	1867-0	1		3036	2854	182
2	8--05	2	1837-0	1		2931	2583	348
2	8--06	2	1837-0	1		2837	2652	183
2	8--07	2	1837-0	1				

NET SELLING

MODEL NO.

8-10-00 2 1839-00

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	8--07	2	0769-0	1		2102	2031	71
2	8--08	2	0769-0	1		2327	1987	340
2	8--09	2	1837-0	1		2743	2563	180
2	8--10	2	0769-0	1		2276	2048	228
2	8--11	2	1837-0	1		2773	2468	305
2	8--12	2	1837-0	1		2891	2718	173
2	8--13	2	1837-0	1		2735	2600	135
2	8--14	2	1837-0	1		3355	2535	820
2	8--15	2	1619-0	2	8	2593	2351	242
2	8--16	2	0769-0	33				
2	8--17	2	0569-0	1		2173	1982	191
2	8--18	2	0769-0	2	8	2379	2078	301
2	8--19	2	1837-0	33				
2	8--20	2	0569-0	1		2184	1868	316
2	8--21	2	1867-0	33				
2	8--22	2	1635-0	1		2858	2678	180
2	8--23	2	0769-0	33				
2	8--24	2	0769-0	2				
2	8--25	2	1837-0	1	8	2305	2050	255
2	8--26	2	1219-0	1		2881	2718	163
2	8--27	2	1837-0	1		2636	2195	441
2	8--28	2	1837-0	33				
2	8--29	2	1837-0	33				
2	8--30	2	1837-0	33				
2	8--31	2	1645-0	1		3541	3286	255
2	8--32	2	1839-0	1		3566	2760	806
2	9--01	2	1719-0	1		2555	2183	372
2	9--02	2	1839-0	33				
2	9--03	2	1837-0	1		2767	2519	248
2	9--04	2	1235-0	33				
2	9--05	2	1611-0	1				
2	9--06	2	1839-0	1		2640	2483	157
2	9--07	2	1839-0	1		2925	2595	330
2						2768	2597	171

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[fol.1510]

DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	9--08	2	1837-0	2	8	2935	2672	263
2	9--11	2	0867-0	33				
2	9--12	2	1839-0	33				
2	9--13	2	1867-0	33				
2	9--14	2	1719-0	1		2996	2537	459
2	9--15	2	0867-0	1		4592	4186	406
2	9--16	2	1211-0	1		2378	2262	116
2	9--17	2	0727-0	1		2504	2034	470
2	9--18	2	1839-0	1		3511	3103	408
2	9--19	2	1837-0	33				
2	9--20	2	1839-0	2	8	2929	2659	270
2	9--21	2	1837-0	33				
2	9--22	2	0769-0	1		2263	1971	292
2	9--23	2	1867-0	1		3032	2814	218
2	9--24	2	1839-0	1		3250	3081	169
2	9--25	2	1119-0	1		2480	2215	265
2	9--26	2	0527-0	33				
2	9--27	2	1215-0	1		2924	2518	406
2	9--28	2	1837-0	33				
2	9--29	2	1839-0	2	8	2906	2635	271
2	9--30	2	0769-0	2	8	2334	2047	287
2	9--31	2	1839-0	1		2958	2666	292
2	9--32	2	0769-0	33				
2	10--01	2	1839-9	31				
2	10--02	2	1837-0	33				
2	10--03	2	1837-0	33				
2	10--04	2	1837-0	33				
2	10--05	2	1635-0	33				
2	10--06	2	1839-0	33				
2	10--07	2	1837-0	33				
2	10--08	2	1839-0	33				
2	10--09	2	1837-0	33				
2	10--10	2	1837-0	33				
2	10--11	2	1837-0	33				

SELLING

MODEL NO.

MONTH

PG.

LINE

NO.

DEALER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	10--13	2	0769-0	33		3290	3147	143
2	10--14	2	1839-0	33				
2	10--15	2	1839-0	33				
2	10--16	2	1235-0	33				
2	10--17	2	1867-0	33				
2	10--18	2	1645-0	33				
2	10--19	2	1837-0	33				
2	10--20	2	1635-0	33				
2	10--21	2	1839-0	33				
2	10--22	2	1867-0	33				
2	10--23	2	0867-0	33				
2	10--24	2	1835-0	33				
2	10--25	2	1119-0	33				
2	10--26	2	1837-0	33				
2	10--27	2	1839-0	33				
2	10--28	2	0727-0	33				
2	10--29	2	1645-0	33				
2	10--30	2	1619-9	33				
2	10--31	2	0769-0	33				
2	10--32	2	1639-9	33				
2	11--01	2	1839-0	33				
2	11--02	2	1819-0	33				
2	11--03	2	1235-0	33				
2	11--04	2	0727-0	33				
2	11--05	2	0569-0	33				
2	11--06	2	0569-0	33				
2	11--07	2	1839-0	33				
2	11--08	2	0769-0	33				
2	11--09	2	1839-0	33				
2	11--10	2	1837-0	33				
2	11--11	2	1837-0	33				
2	11--12	2	0769-0	33				
2	11--13	2	1839-0	33				

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	11--14	2	0727-0	2	8	2305	2043	262
2	11--15	2	1837-0	33				
2	11--16	2	0867-0	33				
2	11--17	2	1837-0	33				
2	11--18	2	1837-0	33				
2	11--19	2	1235-0	1				
2	11--20	2	1211-0	1				
2	11--21	2	1111-0	1				
2	11--22	2	0769-0	1				
2	11--23	2	1121-0	1				
2	11--24	2	1837-0	1				
2	11--25	2	1837-0	2	8			
2	11--26	2	1837-0	2	8			
2	11--27	2	1219-9	31				
2	11--28	2	0769-0	2	8			
2	11--29	2	1537-0	1				
2	11--30	2	0727-0	1				
2	11--31	2	0727-0	1				
2	11--32	2	0727-0	33				
2	12--01	2	1115-0	1				
2	12--02	2	1119-0	1				
2	12--03	2	1837-0	33				
2	12--04	2	0769-0	2				
2	12--05	2	0727-0	1	8			
2	12--06	2	1635-0	2				
2	12--07	2	1619-0	33	8			
2	12--08	2	0727-0	33				
2	12--09	2	0769-0	33				
2	12--10	2	1837-0	1				
2	12--11	2	1837-0	1				
2	12--12	2	1837-0	33				
2	12--13	2	0727-0	33				
2	12--14	2	0727-0	33				
2	12--15	2	0727-0	33				
2	12--16	2	0727-0	33				
2	12--17	2	0727-0	33				
2	12--18	2	0727-0	33				
2	12--19	2	0727-0	33				
2	12--20	2	0727-0	33				
2	12--21	2	0727-0	33				
2	12--22	2	0727-0	33				
2	12--23	2	0727-0	33				
2	12--24	2	0727-0	33				
2	12--25	2	0727-0	33				
2	12--26	2	0727-0	33				
2	12--27	2	0727-0	33				
2	12--28	2	0727-0	33				
2	12--29	2	0727-0	33				
2	12--30	2	0727-0	33				
2	12--31	2	0727-0	33				
2	12--32	2	0727-0	33				
2	12--33	2	0727-0	33				
2	12--34	2	0727-0	33				
2	12--35	2	0727-0	33				
2	12--36	2	0727-0	33				
2	12--37	2	0727-0	33				
2	12--38	2	0727-0	33				
2	12--39	2	0727-0	33				
2	12--40	2	0727-0	33				
2	12--41	2	0727-0	33				
2	12--42	2	0727-0	33				
2	12--43	2	0727-0	33				
2	12--44	2	0727-0	33				
2	12--45	2	0727-0	33				
2	12--46	2	0727-0	33				
2	12--47	2	0727-0	33				
2	12--48	2	0727-0	33				
2	12--49	2	0727-0	33				
2	12--50	2	0727-0	33				
2	12--51	2	0727-0	33				
2	12--52	2	0727-0	33				
2	12--53	2	0727-0	33				
2	12--54	2	0727-0	33				
2	12--55	2	0727-0	33				
2	12--56	2	0727-0	33				
2	12--57	2	0727-0	33				
2	12--58	2	0727-0	33				
2	12--59	2	0727-0	33				
2	12--60	2	0727-0	33				
2	12--61	2	0727-0	33				
2	12--62	2	0727-0	33				
2	12--63	2	0727-0	33				
2	12--64	2	0727-0	33				
2	12--65	2	0727-0	33				
2	12--66	2	0727-0	33				
2	12--67	2	0727-0	33				
2	12--68	2	0727-0	33				
2	12--69	2	0727-0	33				
2	12--70	2	0727-0	33				
2	12--71	2	0727-0	33				
2	12--72	2	0727-0	33				
2	12--73	2	0727-0	33				
2	12--74	2	0727-0	33				
2	12--75	2	0727-0	33				
2	12--76	2	0727-0	33				
2	12--77	2	0727-0	33				
2	12--78	2	0727-0	33				
2	12--79	2	0727-0	33				
2	12--80	2	0727-0	33				
2	12--81	2	0727-0	33				
2	12--82	2	0727-0	33				
2	12--83	2	0727-0	33				
2	12--84	2	0727-0	33				
2	12--85	2	0727-0	33				
2	12--86	2	0727-0	33				
2	12--87	2	0727-0	33				
2	12--88	2	0727-0	33				
2	12--89	2	0727-0	33				
2	12--90	2	0727-0	33				
2	12--91	2	0727-0	33				
2	12--92	2	0727-0	33				
2	12--93	2	0727-0	33				
2	12--94	2	0727-0	33				
2	12--95	2	0727-0	33				
2	12--96	2	0727-0	33				
2	12--97	2	0727-0	33				
2	12--98	2	0727-0	33				
2	12--99	2	0727-0	33				
2	12--100	2	0727-0	33				

NET

MODEL NO.

NET

13-15 3 0737-0 8 2133 1872 261

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	12--15	2	1839-0	33				
2	12--16	2	1837-0	33				
2	12--17	2	1645-0	1				187
2	12--18	2	1837-0	2	8	2975	2788	267
2	12--19	2	0727-0	1		2820	2553	244
2	12--20	2	1837-0	33		2269	2025	
2	12--21	2	1837-0	33				
2	12--22	2	1837-0	33				
2	12--23	2	1837-0	33				
2	12--24	2	1837-0	33				
2	12--25	2	1837-0	33				
2	12--26	2	1837-0	33				
2	12--27	2	1837-0	33				
2	12--28	2	1837-0	33				
2	12--29	2	1837-0	33				
2	12--30	2	1837-0	33				
2	12--31	2	1837-0	33				
2	12--32	2	1837-0	33				
2	13--01	2	1837-0	33				
2	13--02	2	1837-0	33				
2	13--03	2	1839-0	33				
2	13--04	2	1235-0	33				
2	13--05	2	0727-0	33				
2	13--06	2	1839-0	33				
2	13--07	2	0769-0	33				
2	13--08	2	1867-9	1		2310	2045	265
2	13--09	2	1837-0	31				
2	13--10	2	1811-0	33				
2	13--11	2	1519-0	1	8	2120	1951	169
2	13--12	2	1837-0	2		2572	2282	290
2	13--13	2	0727-0	33				
2	13--14	2	1839-0	2	8	2166	1896	270
2	13--15	2	1837-0	33				
2		2		1		2760	2545	215

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	13--16	2	0769-0	2	8	2340	2086	254
2	14--11	3	0727-0	33				
2	14--12	3	0721-0	2	8	2209	1996	213
2	14--13	3	1119-0	1		2378	2092	286
2	14--14	3	1819-0	33				
2	14--15	3	1867-0	1		2915	2870	45
2	14--16	3	1635-0	1		3074	2846	228
2	14--17	3	1519-0	2	8	2257	2047	210
2	14--18	3	0769-0	2	8	2121	1918	203
2	14--19	3	0769-0	1		2514	2028	486
2	14--20	3	1867-0	1		2929	2782	147
2	14--21	3	0769-0	33				
2	14--22	3	1235-0	33				
2	14--26	3	1645-0	1		2763	2490	273
2	14--27	3	0867-0	2	8	4220	3899	321
2	14--28	3	1839-0	2	8	2989	2736	253
2	14--29	3	1839-0	2	8	2970	2696	274
2	14--30	3	0769-0	2	8	2080	1858	222
2	14--31	3	1119-0	33				
2	14--32	3	0867-0	2	8	3992	3665	327
2	15--01	3	1837-0	1		2799	2661	138
2	15--02	3	0769-0	1		2343	2028	315
2	15--03	3	1135-0	33				
2	15--04	3	1135-0	33				
2	15--05	3	1511-0	1		2404	2255	149
2	15--06	3	1867-0	1		2913	2789	124
2	15--07	3	1837-0	33				
2	15--08	3	1511-0	1		2489	2336	153
2	15--09	3	1235-0	33				
2	15--10	3	1837-0	1		2848	2652	196
2	15--11	3	1837-0	33				
2	15--12	3	1111-0	33				
2	15--13	3	1111-0	33				
2	15--14	3	1111-0	33				
2	15--15	3	1111-0	33				
2	15--16	3	1111-0	33				
2	15--17	3	1111-0	33				
2	15--18	3	1111-0	33				
2	15--19	3	1111-0	33				
2	15--20	3	1111-0	33				
2	15--21	3	1111-0	33				
2	15--22	3	1111-0	33				
2	15--23	3	1111-0	33				
2	15--24	3	1111-0	33				
2	15--25	3	1111-0	33				
2	15--26	3	1111-0	33				
2	15--27	3	1111-0	33				
2	15--28	3	1111-0	33				
2	15--29	3	1111-0	33				
2	15--30	3	1111-0	33				
2	15--31	3	1111-0	33				
2	15--32	3	1111-0	33				
2	15--33	3	1111-0	33				
2	15--34	3	1111-0	33				
2	15--35	3	1111-0	33				
2	15--36	3	1111-0	33				
2	15--37	3	1111-0	33				
2	15--38	3	1111-0	33				
2	15--39	3	1111-0	33				
2	15--40	3	1111-0	33				
2	15--41	3	1111-0	33				
2	15--42	3	1111-0	33				
2	15--43	3	1111-0	33				
2	15--44	3	1111-0	33				
2	15--45	3	1111-0	33				
2	15--46	3	1111-0	33				
2	15--47	3	1111-0	33				
2	15--48	3	1111-0	33				
2	15--49	3	1111-0	33				
2	15--50	3	1111-0	33				
2	15--51	3	1111-0	33				
2	15--52	3	1111-0	33				
2	15--53	3	1111-0	33				
2	15--54	3	1111-0	33				
2	15--55	3	1111-0	33				
2	15--56	3	1111-0	33				
2	15--57	3	1111-0	33				
2	15--58	3	1111-0	33				
2	15--59	3	1111-0	33				
2	15--60	3	1111-0	33				
2	15--61	3	1111-0	33				
2	15--62	3	1111-0	33				
2	15--63	3	1111-0	33				
2	15--64	3	1111-0	33				
2	15--65	3	1111-0	33				
2	15--66	3	1111-0	33				
2	15--67	3	1111-0	33				
2	15--68	3	1111-0	33				
2	15--69	3	1111-0	33				
2	15--70	3	1111-0	33				
2	15--71	3	1111-0	33				
2	15--72	3	1111-0	33				
2	15--73	3	1111-0	33				
2	15--74	3	1111-0	33				
2	15--75	3	1111-0	33				
2	15--76	3	1111-0	33				
2	15--77	3	1111-0	33				
2	15--78	3	1111-0	33				
2	15--79	3	1111-0	33				
2	15--80	3	1111-0	33				
2	15--81	3	1111-0	33				
2	15--82	3	1111-0	33				
2	15--83	3	1111-0	33				
2	15--84	3	1111-0	33				
2	15--85	3	1111-0	33				
2	15--86	3	1111-0	33				
2	15--87	3	1111-0	33				
2	15--88	3	1111-0	33				
2	15--89	3	1111-0	33				
2	15--90	3	1111-0	33				
2	15--91	3	1111-0	33				
2	15--92	3	1111-0	33				
2	15--93	3	1111-0	33				
2	15--94	3	1111-0	33				
2	15--95	3	1111-0	33				
2	15--96	3	1111-0	33				
2	15--97	3	1111-0	33				
2	15--98	3	1111-0	33				
2	15--99	3	1111-0	33				
2	15--100	3	1111-0	33				

NET

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	15-14	3	1111-0	33				
2	15-15	3	1111-0	33				
2	15-16	3	1211-0	2	8	2565	2303	262
2	15-17	3	0727-0	33				
2	15-18	3	1235-0	1				
2	15-19	3	1235-0	1		2827	2578	249
2	15-20	3	1837-0	1		2660	2538	122
2	15-21	3	1837-0	1		2883	2669	214
2	15-22	3	1837-0	1		2824	2615	209
2	15-23	3	0769-0	2	8	2294	2043	251
2	15-24	3	1839-0	2	8	2942	2682	260
2	15-25	3	1839-0	2	8	2897	2634	263
2	15-26	3	1867-0	33				
2	15-27	3	0727-0	33				
2	15-28	3	1835-0	1		3275	2974	301
2	15-29	3	0727-0	2	8	2259	2004	255
2	15-30	3	0527-0	33				
2	15-31	3	0727-0	1				
2	15-32	3	1867-0	1		2178	2018	160
2	16-01	3	1135-0	1		2996	2866	130
2	16-02	3	0867-0	33		2638	2531	107
2	16-03	3	1635-0	1				
2	16-05	3	1835-0	33		2791	2678	113
2	16-06	3	1135-0	33				
2	16-07	3	1611-0	33				
2	16-08	3	1839-0	1				
2	16-09	3	0769-0	1		2945	2734	211
2	16-10	3	1635-0	33		2240	2077	163
2	16-11	3	1219-0	33				
2	16-12	3	1839-0	33				
2	16-13	3	1837-0	1				
2	16-14	3	0867-0	1		2655	2547	108
2	16-17	3	1839-0	33		3752	3343	409
2	16-18	3	1115-0	2	8	2478	2215	263

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SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. -	LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	16--	19	3	0727-0	2	8	2243	1996	247
2	16--	20	3	0727-0	2	8	2265	2009	256
2	16--	21	3	0867-0	2	8	3895	3631	264
2	16--	22	3	1867-0	1		2900	2796	104
2	16--	23	3	1635-0	1		2949	2754	195
2	16--	24	3	1619-0	33				
2	16--	25	3	1839-0	33				
2	16--	26	3	1635-0	2	8	3081	2842	239
2	16--	27	3	1119-0	2	8	2389	2179	210
2	16--	29	3	1867-0	33				
2	16--	30	3	1839-0	2	8	2768	2503	265
2	16--	31	3	1837-0	1		2818	2558	260
2	16--	32	3	1837-0	33				
2	18--	01	3	1539-0	1		2516	2381	135
2	18--	02	3	1867-0	33				
2	18--	03	3	1837-0	1		2789	2608	181
2	18--	04	3	1867-0	1		2892	2781	111
2	18--	06	3	1839-0	1		2828	2713	115
2	18--	07	3	1837-0	2	8	2779	2559	220
2	18--	08	3	1867-0	2	8	3115	2842	273
2	18--	09	3	0769-0	2	8	2269	2053	216
2	18--	10	3	0727-0	33				
2	18--	11	3	1837-0	1		2786	2683	103
2	18--	12	3	1535-0	2	8	2603	2340	263
2	18--	13	3	1839-0	1		2891	2738	153
2	18--	14	3	1835-0	33				
2	18--	15	3	1867-0	33				
2	18--	16	3	1519-0	2	8	2803	2512	291
2	18--	17	3	1837-0	33				
2	18--	20	3	1619-0	1		2616	2451	165
2	18--	21	3	1867-0	1		2994	2756	238
2	18--	22	3	1635-0	1		2240	2050	210
2	18--	23	3	1637-0	1		2667	2404	263

932

265
2604
2667
1
1037-0
3
10-23
3

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	18--24	3	1135-0	2	8	2485	2270	215
2	18--25	3	1111-0	1		2466	2178	288
2	18--26	3	1837-0	1		2845	2658	187
2	18--27	3	1867-9	31				
2	18--28	3	1837-0	33				
2	18--29	3	1867-0	1				
2	18--30	3	1867-0	1		2900	2775	125
2	18--31	3	0727-0	1		3086	2933	153
2	18--32	3	1867-0	33		2180	1993	187
2	19--01	3	1837-0	33				
2	19--02	3	0527-0	33				
2	19--03	3	1867-0	33				
2	19--07	3	1519-0	2	8	2375	2134	241
2	19--08	3	0527-0	33				
2	19--09	3	1837-0	1		2898	2685	213
2	19--10	3	1635-0	2	8	2801	2590	211
2	19--11	3	1537-0	2	8	2688	2473	215
2	19--12	3	1111-0	1		2211	2077	134
2	19--13	3	1837-0	2	8	2743	2488	255
2	19--14	3	1837-0	2	8	2796	2569	227
2	19--15	3	1837-0	1		2885	2648	237
2	19--16	3	0727-0	1		2201	2046	155
2	19--17	3	1867-0	1		2914	2756	158
2	19--18	3	1219-0	1		2573	2421	152
2	19--19	3	1839-0	1		3118	2901	217
2	19--20	3	0527-0	33				
2	19--21	3	1115-0	1		2403	2277	126
2	19--22	3	1839-0	1	8	3025	2775	250
2	19--23	3	1519-0	2	8	2395	2194	201
2	19--24	3	0769-0	2		2258	2005	253
2	19--25	3	1837-0	1		2670	2563	107
2	19--26	3	1839-0	1		2827	2707	120
2	19--27	3	1839-0	1		2977	2847	130

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	19--28	3	1635-0	2	8	2660	2437	223
2	19--29	3	1839-0	33				
2	19--30	3	1837-0	33				
2	19--31	3	1867-0	1		2967	2835	132
2	19--32	3	1619-0	1		2691	2451	240
2	20--01	3	1837-0	2	8	2773	2564	209
2	20--02	3	0727-0	2	8	2241	2034	207
2	20--03	3	1111-0	1		2153	1945	208
2	20--04	3	1535-9	31				
2	20--05	3	1837-9	31		4596	3521	1075
2	20--06	3	1835-0	1				
2	20--07	3	1619-0	33				
2	20--08	3	1619-0	1		2611	2409	202
2	20--09	3	1839-0	1		2897	2614	283
2	20--10	3	1619-0	2	8	2683	2460	223
2	20--11	3	1867-0	1		2982	2843	139
2	20--12	3	1837-0	33				
2	20--13	3	1839-0	33				
2	20--14	3	0727-0	1		2340	2037	303
2	20--15	3	1111-0	1		2364	2176	188
2	20--16	3	1867-0	1		2918	2753	165
2	21--01	4	1837-0	1		2703	2552	151
2	21--02	4	0769-0	33				
2	21--03	4	1839-0	1		2773	2641	132
2	21--04	4	1837-0	1		2664	2560	104
2	21--05	4	1119-0	2	8	2235	2023	212
2	21--07	4	1837-0	1		2782	2541	241
2	21--08	4	1837-0	1		3089	2812	277
2	21--09	4	0727-0	2	8	2252	2049	203
2	21--10	4	1839-0	1		2741	2611	130
2	21--11	4	1839-0	1		2884	2641	243
2	21--12	4	0627-0	1	8	2883	2641	243
2	21--13	4	0627-0	1		3142	2856	210
2	21--14	4	0627-0	1		3142	2856	210

5142 2 658 284

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	21--14	4	1835-0	1		3275	2974	301
2	21--15	4	1645-0	2	8	3028	2831	197
2	21--16	4	1835-0	2	8	3013	2803	210
2	21--17	4	1111-0	1		2280	2140	140
2	21--18	4	1837-0	1		2833	2594	239
2	21--19	4	1837-0	1		3011	2700	311
2	21--20	4	1867-0	1		2927	2693	234
2	21--21	4	1619-0	2	8	2605	2390	215
2	21--22	4	1867-0	1		3019	2835	184
2	21--23	4	1867-0	33				
2	21--24	4	1837-0	1		2730	2480	250
2	21--25	4	1535-9	31				
2	21--26	4	1867-0	1		3112	2855	257
2	21--27	4	1867-9	31				
2	21--28	4	1867-0	1		3035	2820	215
2	21--29	4	1837-0	2		2895	2681	214
2	21--30	4	1835-0	1	8	3050	2924	126
2	21--31	4	0727-0	1		2322	2036	286
2	21--32	4	0769-0	1		2208	2069	139
2	23--03	4	1519-0	2	8	2229	2018	211
2	23--04	4	1135-0	33				
2	23--05	4	0769-0	33				
2	23--06	4	1835-0	33				
2	23--07	4	0769-0	2				
2	23--08	4	1135-0	33	8	2240	2037	203
2	23--09	4	1135-0	33				
2	23--10	4	1135-0	33				
2	23--13	4	1837-0	1				
2	23--14	4	1837-0	2	8	2711	2580	131
2	23--15	4	1835-0	33		2801	2587	214
2	23--16	4	1839-0	1				
2	23--17	4	1837-0	33		3237	3068	169
2	23--18	4	1837-0	1		2745	2585	160

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	23--19	4	1619-0	33				
2	23--20	4	1867-0	1		3415	2941	474
2	23--21	4	0769-0	2	8	2121	1916	205
2	23--22	4	1837-0	1		2750	2648	102
2	23--23	4	1645-0	33				
2	23--24	4	0727-0	1		2147	2051	96
2	23--25	4	1819-0	2	8	2721	2502	219
2	23--26	4	0769-0	1		2392	2103	289
2	23--27	4	0527-0	2	8	2172	1964	208
2	23--28	4	0769-0	2	8	2160	1943	217
2	23--29	4	1837-0	1		2885	2580	305
2	23--30	4	1867-0	33				
2	23--31	4	0527-0	2	8	2159	1956	203
2	23--32	4	0727-0	1		1966	1834	132
2	24--01	4	1837-0	1		2800	2577	223
2	24--02	4	0569-0	33				
2	24--04	4	1619-0	2	8	2630	2427	203
2	24--05	4	1619-0	33				
2	24--06	4	1839-0	33				
2	24--07	4	1839-0	33				
2	24--08	4	1867-0	1		3127	2834	293
2	24--09	4	0769-0	1		2350	2076	274
2	24--10	4	0867-0	1		4482	3488	994
2	24--11	4	1111-0	2	8	2173	1957	216
2	24--12	4	1219-0	2	8	2599	2322	277
2	24--19	4	1645-0	33				
2	24--20	4	1837-0	33				
2	24--21	4	1837-0	33				
2	24--22	4	1867-0	2	8	3036	2818	218
2	24--23	4	1835-0	1		2931	2865	66
2	24--24	4	1867-0	1		3150	2957	193
2	24--25	4	1837-0	1		2917	2747	169
2	24--26	4	1837-0	1		2932	2747	185

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DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	24--27	4	0769-0	1		2247	2031	216
2	24--28	4	1619-0	1		2549	2385	164
2	24--29	4	0727-0	33				
2	24--30	4	0569-0	33				
2	24--31	4	1837-0	1				
2	25--01	4	0569-0	2	8	2688	2624	64
2	25--02	4	1867-0	1		2160	1957	203
2	25--03	4	0727-0	2	8	3020	2820	200
2	25--04	4	0569-0	1		2196	2009	187
2	25--05	4	1837-0	33		2124	1866	258
2	25--06	4	0769-0	1				
2	26--01	5	1837-0	33		2260	2042	218
2	26--02	5	0727-0	1				
2	26--03	5	0769-0	1		2002	1836	166
2	26--04	5	0769-0	1		2561	2078	483
2	26--05	5	1839-0	33		2257	2093	164
2	26--06	5	1535-0	2	8	2810	2573	237
2	26--07	5	1837-0	1		2900	2738	162
2	26--08	5	1867-0	1		3030	2862	168
2	26--09	5	1837-0	1		2901	2557	344
2	26--10	5	1839-0	1		2873	2681	192
2	26--11	5	1839-0	1		2797	2630	167
2	26--12	5	1839-0	33				
2	26--13	5	1645-0	33				
2	26--14	5	1235-0	33				
2	26--15	5	0769-0	1	8	2224	2087	137
2	26--16	5	1135-0	2		2659	2444	215
2	26--17	5	0727-0	1		2099	1855	244
2	26--18	5	1837-0	33				
2	26--19	5	1135-0	2	8	2565	2332	233
2	26--20	5	1837-0	2	8	2828	2622	206
2	26--21	5	1867-0	2	8	3066	2847	219
2	26--22	5	1867-0	1		3113	2904	209

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - BRUDER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	26--23	5	0727-0	1		2181	2031	150
2	26--24	5	0727-0	1		2226	2049	177
2	26--25	5	0867-0	1		3500	3351	149
2	26--26	5	1837-0	1		2710	2589	121
2	26--27	5	1867-0	1		2962	2833	129
2	26--29	5	0727-0	1		2164	2026	138
2	26--30	5	1867-0	33				
2	26--31	5	1635-0	1		2890	2709	181
2	26--32	5	0727-0	1		2270	2049	221
2	27--01	5	1867-0	1		2962	2828	134
2	27--02	5	0727-0	2	8	2238	2027	211
2	27--03	5	1819-0	1		2934	2629	305
2	27--05	5	1839-0	2	8	2927	2712	215
2	27--06	5	0769-0	2	8	2275	2070	205
2	27--07	5	0727-0	33				
2	27--08	5	1235-0	33		2828	2665	163
2	27--09	5	1839-0	1		3354	3030	324
2	27--10	5	1839-0	1	8	2997	2779	218
2	27--11	5	1635-0	2		2112	1952	160
2	27--12	5	0727-0	1				
2	27--13	5	1235-0	33		2200	2026	174
2	27--14	5	0727-0	1		2160	2009	151
2	27--15	5	0727-0	1		2288	2047	241
2	27--16	5	0769-0	1		2181	2026	155
2	27--17	5	0727-0	1		2433	2230	203
2	27--18	5	1719-0	2	8	2901	2845	56
2	27--21	5	1867-0	1		2448	2112	336
2	27--22	5	1111-0	1				
2	27--23	5	0727-0	33	8	2188	1976	212
2	27--24	5	0569-0	2		2045	2721	124
2	27--25	5	1839-0	33				
2	27--26	5	1839-0	33				
2	27--27	5	1839-0	33				
2	27--28	5	1839-0	33				
2	27--29	5	1839-0	33				
2	27--30	5	1839-0	33				
2	27--31	5	1839-0	33				
2	27--32	5	1839-0	33				
2	27--33	5	1839-0	33				
2	27--34	5	1839-0	33				
2	27--35	5	1839-0	33				
2	27--36	5	1839-0	33				
2	27--37	5	1839-0	33				
2	27--38	5	1839-0	33				
2	27--39	5	1839-0	33				
2	27--40	5	1839-0	33				
2	27--41	5	1839-0	33				
2	27--42	5	1839-0	33				
2	27--43	5	1839-0	33				
2	27--44	5	1839-0	33				
2	27--45	5	1839-0	33				
2	27--46	5	1839-0	33				
2	27--47	5	1839-0	33				
2	27--48	5	1839-0	33				
2	27--49	5	1839-0	33				
2	27--50	5	1839-0	33				
2	27--51	5	1839-0	33				
2	27--52	5	1839-0	33				
2	27--53	5	1839-0	33				
2	27--54	5	1839-0	33				
2	27--55	5	1839-0	33				
2	27--56	5	1839-0	33				
2	27--57	5	1839-0	33				
2	27--58	5	1839-0	33				
2	27--59	5	1839-0	33				
2	27--60	5	1839-0	33				
2	27--61	5	1839-0	33				
2	27--62	5	1839-0	33				
2	27--63	5	1839-0	33				
2	27--64	5	1839-0	33				
2	27--65	5	1839-0	33				
2	27--66	5	1839-0	33				
2	27--67	5	1839-0	33				
2	27--68	5	1839-0	33				
2	27--69	5	1839-0	33				
2	27--70	5	1839-0	33				
2	27--71	5	1839-0	33				
2	27--72	5	1839-0	33				
2	27--73	5	1839-0	33				
2	27--74	5	1839-0	33				
2	27--75	5	1839-0	33				
2	27--76	5	1839-0	33				
2	27--77	5	1839-0	33				
2	27--78	5	1839-0	33				
2	27--79	5	1839-0	33				
2	27--80	5	1839-0	33				
2	27--81	5	1839-0	33				
2	27--82	5	1839-0	33				
2	27--83	5	1839-0	33				
2	27--84	5	1839-0	33				
2	27--85	5	1839-0	33				
2	27--86	5	1839-0	33				
2	27--87	5	1839-0	33				
2	27--88	5	1839-0	33				
2	27--89	5	1839-0	33				
2	27--90	5	1839-0	33				
2	27--91	5	1839-0	33				
2	27--92	5	1839-0	33				
2	27--93	5	1839-0	33				
2	27--94	5	1839-0	33				
2	27--95	5	1839-0	33				
2	27--96	5	1839-0	33				
2	27--97	5	1839-0	33				
2	27--98	5	1839-0	33				
2	27--99	5	1839-0	33				
2	27--100	5	1839-0	33				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	27--28	5	1839-0	2	8	2839	2628	211
2	27--29	5	1819-0	2	8	2736	2526	210
2	27--30	5	1819-0	33				
2	27--31	5	1837-0	1				
2	27--32	5	0769-0	1		2782	2611	171
2	28--01	5	0727-0	1		2074	1921	153
2	28--02	5	0769-0	1		2454	1996	458
2	28--03	5	1645-9	2	8	2257	2044	213
2	28--04	5	1835-0	31				
2	28--05	5	1839-0	1		3412	3084	328
2	28--06	5	1839-0	1		2924	2646	278
2	28--07	5	1135-9	1		3171	2947	224
2	28--08	5	1837-0	31				
2	28--09	5	1119-0	33				
2	28--10	5	0769-0	1		2165	2001	164
2	28--17	5	1545-0	33				
2	28--18	5	1645-0	2	8	2693	2480	213
2	29--01	6	0727-0	1		3056	2840	216
2	29--02	6	1645-0	1		2279	2030	249
2	29--03	6	1819-0	2	8	2991	2774	217
2	29--04	6	1135-0	2	8	2753	2564	189
2	29--05	6	0727-0	1		2710	2507	203
2	29--06	6	1867-9	1		2158	1918	240
2	29--07	6	0569-0	31				
2	29--08	6	0727-0	1		1972	1864	108
2	29--09	6	0727-0	1		2116	2026	90
2	29--10	6	1837-9	1		2295	1938	357
2	29--11	6	0927-0	31				
2	29--12	6	0727-0	1		2734	2194	540
2	29--13	6	1837-0	1		2220	2036	184
2	29--14	6	1837-0	1		3004	2890	114
2	29--15	6	0927-0	1		2669	2185	484
2	29--16	6	1867-9	31				
2	29--16	6	0527-0	2	8	1980	1773	207

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	29--17	6	1111-0	1		2075	1940	135
2	29--18	6	0769-0	1		2298	2076	222
2	29--19	6	1839-0	33				
2	29--20	6	0569-0	33				
2	29--21	6	1645-0	1		2856	2717	139
2	29--22	6	1235-0	1	8	3150	3034	116
2	29--23	6	1839-0	1		2848	2675	173
2	29--24	6	1619-0	1		2626	2415	211
2	29--25	6	0769-0	2	8	2291	2070	221
2	29--26	6	1635-0	2	8	2880	2668	212
2	29--28	6	1837-0	2	8	2888	2690	198
2	29--29	6	1837-0	1	8	2930	2571	359
2	29--30	6	0727-0	1		2013	1896	117
2	29--31	6	1219-0	1	8	2435	2221	214
2	29--32	6	1839-0	1		3332	2974	358
2	30--01	6	0769-0	2	8	2265	2062	203
2	30--02	6	0727-0	1		2231	2051	180
2	30--03	6	1837-0	1		3034	2522	512
2	30--04	6	1835-0	2	8	3184	2963	221
2	30--05	6	1211-0	2	8	2474	2262	212
2	30--06	6	1837-0	1		3177	2674	503
2	30--07	6	1837-0	1		2782	2565	217
2	30--08	6	1837-9	31				
2	30--09	6	1635-0	2	8	3012	2784	228
2	30--10	6	1839-0	2	8	2947	2733	214
2	30--11	6	0727-0	2	8	2214	2001	213
2	30--12	6	1645-0	1		2798	2797	1
2	30--13	6	1619-9	31				
2	30--14	6	1837-9	31				
2	30--15	6	1637-0	31				
2	30--16	6	1111-0	31				
2	30--17	6	1111-0	31				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	30--19	6	1837-9	31				
2	30--20	6	1867-0	2	8	3180	2953	227
2	30--21	6	1839-0	1		2988	2762	226
2	30--22	6	0807-0	1		4000	3611	389
2	30--23	6	0727-0	1		2321	2057	264
2	30--24	6	1839-0	1		2722	2621	101
2	30--25	6	0727-0	1		2086	1937	149
2	30--26	6	0569-0	1		1940	1760	180
2	30--27	6	1819-0	2	8	3094	2894	200
2	30--28	6	0727-0	1		2185	2016	169
2	30--29	6	1837-0	1		2783	2577	206
2	30--30	6	0769-0	33				
2	30--31	6	1867-0	1		3043	2825	218
2	31--01	6	0727-0	1		2368	2027	341
2	31--02	6	1837-0	1		3079	2905	174
2	31--03	6	1635-0	1		3271	2606	665
2	31--04	6	1839-0	33				
2	31--05	6	0927-0	2	8	2382	2171	211
2	31--06	6	0527-0	1		1892	1820	72
2	31--07	6	1839-0	33				
2	31--08	6	0727-0	2	8	2233	2018	215
2	31--09	6	1867-9	31				
2	31--10	6	0727-0	2	8	2176	1966	210
2	31--11	6	0927-0	2	8	2343	2130	213
2	31--23	6	1837-0	2	8	2773	2510	263
2	31--24	6	1837-9	31				
2	31--25	6	0727-0	2	8	2160	1938	222
2	32--04	7	1839-0	33				
2	32--05	7	0927-0	1		2442	2177	265
2	32--06	7	0769-0	33				
2	32--07	7	1135-0	1		2636	2319	317
2	32--08	7	0769-0	2	8	2291	2078	213
2	32--11	7	1837-0	1		2880	2632	249

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DEALER - BRUDER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	32--12	7	0769-0	2	8	2275	2078	197
2	32--13	7	1837-0	33				
2	32--14	7	1111-0	1		2280	2116	164
2	32--15	7	1135-0	1		2583	2514	69
2	32--16	7	1835-0	2	8	3261	3047	214
2	32--17	7	0727-0	33				
2	32--18	7	1619-0	33				
2	32--19	7	1837-0	1		3361	2613	748
2	32--20	7	1839-0	33				
2	32--21	7	0727-0	33				
2	32--22	7	1637-0	1		2683	2527	156
2	32--23	7	1519-0	33				
2	32--24	7	1645-0	33				
2	32--25	7	1835-0	33				
2	32--26	7	1635-0	1		3035	2702	333
2	32--27	7	1837-0	1		2748	2486	262
2	32--28	7	1837-0	1		2757	2605	152
2	32--29	7	1837-0	1		2644	2551	93
2	32--30	7	1867-0	33				
2	32--31	7	0927-0	2	8	2426	2171	255
2	32--32	7	1867-0	1		3114	2954	160
2	33--01	7	1867-0	1		3013	2775	238
2	33--02	7	1835-0	1		3200	2862	338
2	33--03	7	0927-0	1		2667	2168	499
2	33--04	7	1867-9	31				
2	33--05	7	0727-0	1		2400	2057	343
2	33--06	7	0927-0	33				
2	33--07	7	0927-0	1		2722	2183	539
2	33--08	7	0927-0	1		2352	2092	260
2	33--09	7	1539-0	33				
2	33--10	7	0927-0	33	8	3188	2989	199
2	33--11	7	0927-0	33		3500	2920	140
2	33--12	7	0927-0	33				

NET

MODEL NO.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	33--13	7	0927-0	1		2667	2168	499
2	33--14	7	1535-0	1		2844	2584	260
2	33--15	7	0769-0	1		2557	2078	479
2	33--16	7	0927-0	1		2455	2206	249
2	33--17	7	0727-0	33				
2	33--18	7	1611-0	33				
2	33--19	7	0927-0	1		2667	2168	499
2	33--20	7	0727-0	2	8	2240	2026	214
2	33--21	7	0867-0	33				
2	33--22	7	1837-0	1		2808	2668	140
2	33--23	7	0927-0	33				
2	33--24	7	1837-0	2	8	2781	2552	229
2	33--26	7	0727-0	1		2481	2024	457
2	33--27	7	1837-0	1		2797	2591	206
2	33--28	7	0727-0	2	8	2057	1840	217
2	33--29	7	0769-0	1		2344	2083	261
2	33--30	7	1819-0	1		2772	2635	137
2	33--31	7	1115-0	33				
2	33--32	7	0569-0	1		2138	1851	287
2	34--01	7	1111-0	1		2277	1948	329
2	34--02	7	1639-0	1		2849	2534	315
2	34--22	7	1839-0	33				
2	34--23	7	1867-0	1		3170	2837	333
2	35--01	8	1867-0	33				
2	35--02	8	0927-0	1		2510	2168	342
2	35--03	8	1737-0	1		2449	2207	242
2	35--04	8	1839-0	1		3011	2783	228
2	35--05	8	1867-0	33				
2	35--06	8	0927-0	1		2339	2138	201
2	35--07	8	1839-0	1		3723	3254	469
2	35--08	8	1619-0	2	8	2831	2517	314
2	35--09	8	1219-9	31				
2	35--10	8	1111-0	1		2319	2148	171

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DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	35--11	8	0727-0	2	8	2226	2012	214
2	35--12	8	0727-0	1		2200	2007	193
2	35--13	8	1211-0	1		2483	2328	155
2	35--14	8	0727-0	1		2240	1876	364
2	35--15	8	1839-0	32				
2	35--16	8	1867-9	31		2824	2611	213
2	35--17	8	1837-0	2	8	3152	2908	244
2	35--18	8	1867-0	1	8	2326	2117	209
2	35--19	8	1519-0	2				
2	35--20	8	1867-9	31				
2	35--21	8	1115-0	2	8	2435	2216	219
2	35--22	8	1837-0	2	8	2807	2563	244
2	35--23	8	1839-0	1		2901	2635	266
2	35--24	8	0927-0	1		2436	2052	384
2	35--25	8	1837-0	1		2818	2651	167
2	35--26	8	0727-0	1		2471	2009	462
2	35--27	8	1867-0	1		3312	2775	537
2	35--28	8	1837-0	1		2913	2616	297
2	35--29	8	0769-0	33				
2	35--30	8	0769-0	1		2336	2062	274
2	35--31	8	1645-0	33				
2	35--32	8	1135-0	2	8	2491	2281	210
2	36--01	8	1837-0	1		2823	2565	258
2	36--02	8	1119-0	1		2250	2051	199
2	36--03	8	0927-0	1		2295	2057	238
2	36--04	8	0727-0	1		2092	1893	199
2	36--05	8	1235-0	33				
2	36--06	8	1235-0	2	8	2680	2489	191
2	36--07	8	1845-0	1		3067	2841	226
2	36--08	8	1845-0	1		2117	1990	127
2	36--09	8	0727-0	2	8	2227	2040	187
2	36--10	8	1847-0	2		2825	2040	165
2	36--11	8	1847-0	2		3000	1800	201

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	36--13	8	0927-0	1		2470	2060	410
2	36--14	8	0867-0	2	8	3720	3392	328
2	36--15	8	0727-0	1		2256	2066	190
2	36--16	8	0569-0	1		1981	1943	38
2	36--17	8	0927-0	1		2525	2153	372
2	36--18	8	0727-0	1		2168	2033	135
2	36--19	8	0769-0	1		2199	2061	138
2	36--20	8	1867-0	1		3278	2742	536
2	36--21	8	0727-0	1		2140	2049	91
2	36--27	8	0569-0	1		2275	2026	249
2	36--28	8	1619-0	1		2679	2467	212
2	36--29	8	0769-0	1		2185	2056	129
2	36--30	8	1837-0	2	8	2834	2633	201
2	36--31	8	0569-0	1		1914	1812	102
2	36--32	8	1837-0	1		2962	2550	412
2	37--01	8	1837-0	2	8	2735	2546	189
2	37--02	8	1837-0	1		2683	2585	98
2	37--03	8	1837-0	2	8	2663	2446	217
2	37--04	8	1611-0	1		2587	2407	180
2	38--01	9	0569-0	2	8	2252	2024	228
2	38--02	9	0727-0	1		2050	1830	220
2	38--03	9	0769-0	1		2076	1934	142
2	38--04	9	1839-0	2	8	2820	2593	227
2	38--05	9	0569-0	1		2054	2048	6
2	38--06	9	1635-9	31				
2	38--07	9	0727-0	1		2024	1891	133
2	38--08	9	1511-0	1		2191	2072	119
2	38--09	9	1737-0	1		2400	2207	193
2	38--10	9	1111-0	1		2304	2097	207
2	38--11	9	0569-0	33				
2	38--12	9	0727-0	1		2207	2057	150
2	38--13	9	1867-0	32				
2	38--14	9	0727-0	1		2168	2001	167

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	38--15	9	1119-0	1		2262	2037	225
2	38--16	9	1837-0	1		2840	2627	213
2	38--17	9	0569-0	1		2123	2025	98
2	38--18	9	1867-0	32				
2	38--19	9	1867-0	32				
2	38--20	9	0527-0	32				
2	38--21	9	0727-0	1				
2	38--22	9	0569-0	1				
2	38--23	9	1867-0	1				
2	38--24	9	1111-0	1				
2	38--25	9	1837-0	1				
2	38--26	9	0867-0	1				
2	38--27	9	1837-0	2	8	2230	2090	140
2	38--28	9	0727-0	1		2141	1999	142
2	38--29	9	0569-0	2	8	3075	2780	295
2	38--30	9	1635-0	1		2081	1931	150
2	38--31	9	1839-0	1		2750	2533	217
2	38--32	9	1867-0	1		3517	3346	171
2	39--01	9	1867-0	1		2737	2510	227
2	39--02	9	0769-0	1		2950	2780	170
2	39--03	9	0527-0	1		2057	1906	151
2	39--04	9	0569-0	1		1968	1927	41
2	39--05	9	0769-0	1		2970	2657	313
2	39--06	9	0569-0	1		2858	2662	196
2	39--07	9	1837-0	1		3100	2738	362
2	39--08	9	1837-0	1		2096	1948	148
2	39--09	9	0569-0	1		1952	1898	54
2	39--10	9	1837-0	1		2009	1960	49
2	39--11	9	0569-0	1		2150	2075	75
2	39--12	9	0569-0	1		2055	1993	62
2	39--13	9	1837-0	2		2228	2025	203
2	39--14	9	1837-0	1	8	2789	2605	184
2	39--15	9	1837-0	1		2975	2849	126
2	39--16	9	0569-0	1		2009	1956	53
2	39--17	9	1537-0	1		2558	2341	217
2	39--18	9	0569-0	1		2068	1983	85
2	39--19	9	1837-0	2	8	2937	2720	217
2	39--20	9	1837-0	1		2784	2632	152
2	39--21	9	1837-0	1		2612	2403	147

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NETTING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	39--16	9	0769-0	1		2171	2078	93
2	39--17	9	0569-0	1		2099	1995	104
2	39--18	9	0727-0	1		2000	1935	65
2	39--19	9	1867-0	1		2952	2888	64
2	39--20	9	1119-0	1		2382	2171	211
2	39--21	9	0769-0	1		2162	2040	122
2	39--22	9	1837-0	1		2797	2641	156
2	39--23	9	0727-0	1		2289	2056	233
2	39--24	9	1837-0	1		2750	2580	170
2	39--25	9	1867-0	1		2900	2811	89
2	39--26	9	0769-0	1		2142	1922	220
2	39--27	9	1635-0	1		3340	3033	307
2	40--03	10	1839-0	2	8	2843	2712	131
2	40--05	10	0867-0	1		3580	3328	252
2	40--07	10	1837-0	1		2724	2546	178
2	40--10	10	1839-0	1		2875	2631	244
2	40--13	10	0769-0	31				
2	40--15	10	1837-0	31				
2	40--16	10	0927-1	1				
2	40--17	10	1837-1	33		2457	2164	293
2	40--18	10	1867-1	33				
2	40--19	10	1867-1	33				
2	40--20	10	1867-1	33				
2	40--21	10	1867-1	33				
2	40--22	10	1611-0	31				
2	40--23	10	1867-1	33				
2	40--24	10	1839-1	33				
2	40--25	10	1839-1	33				
2	40--26	10	1839-1	33				
2	40--27	10	1839-1	33				
2	40--28	10	1867-1	33				
2	40--29	10	1839-0	31				
2	40--30	10	1837-1	1				
2		10	0927-1	1				
						3042	2576	466
						2646	2190	456

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DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	40--31	10	0867-0	31		3043	2701	342
2	40--32	10	1837-1	1		2362	2129	233
2	41--01	10	0927-1	1		3250	2751	499
2	41--02	10	1867-1	1				
2	41--03	10	1511-0	31				
2	41--04	10	1867-1	1		3235	2826	409
2	41--05	10	1645-0	31				
2	41--06	10	1867-0	31				
2	41--07	10	1619-0	31				
2	41--08	10	1839-1	1		3029	2667	362
2	41--09	10	0727-1	1		2421	2018	403
2	41--10	10	0769-1	1		2445	2064	381
2	41--11	10	0927-1	1		2554	2207	347
2	41--12	10	0569-0	31		3470	2771	699
2	41--14	10	1635-1	1		2538	2164	374
2	41--15	10	0927-1	1				
2	41--16	10	1837-0	31				
2	41--17	10	1837-0	31				
2	41--18	10	1839-1	2	8	2827	2571	256
2	41--19	10	0769-1	33				
2	41--20	10	0727-1	33				
2	41--21	10	0867-1	33				
2	41--22	10	0867-0	31		3027	2598	429
2	41--23	10	1837-1	1				
2	41--24	10	1837-1	33		3870	3382	488
2	41--25	10	0867-1	1	8	2699	2434	265
2	41--26	10	1535-1	2		3154	2707	447
2	41--27	10	1839-1	1				
2	41--28	10	1819-0	31		2582	2324	258
2	41--29	10	1525-1	2		2402	2008	230
2	41--30	10	0867-1	1			2144	238

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	42--01	10	1837-1	33				
2	42--02	10	1837-1	33				
2	42--03	10	1837-1	33				
2	42--04	10	1837-1	33				
2	42--05	10	1837-1	33				
2	42--06	10	1839-1	33				
2	42--07	10	1837-1	1		2850	2586	264
2	42--08	10	1867-1	1		3250	2829	421
2	42--09	10	1867-1	1		3125	2816	309
2	42--10	10	1867-0	31				
2	42--11	10	1269-1	2	8	2583	2267	316
2	42--12	10	0769-1	2	8	2360	2044	316
2	42--13	10	1619-0	31				
2	42--14	10	0769-0	31				
2	42--15	10	0769-1	1		2300	2084	216
2	42--16	10	0769-1	1		2282	1979	303
2	42--17	10	1867-0	31				
2	42--18	10	1837-0	31				
2	42--19	10	1837-0	31				
2	42--20	10	1867-0	31				
2	42--21	10	0927-1	1		2429	2172	257
2	42--22	10	1839-1	1		2982	2631	351
2	42--23	10	1635-0	31				
2	42--24	10	1245-1	1		3008	2817	191
2	42--25	10	0927-1	1		2231	1978	253
2	42--26	10	0727-1	1		2273	2041	232
2	42--27	10	1837-1	33				
2	42--28	10	1837-1	2	8	3131	2894	237
2	42--29	10	0569-0	31				
2	42--30	10	0727-1	1		2323	1883	440
2	42--31	10	1939-0	31				
2	42--32	10	0727-1	1		2314	2037	277
2	43--01	10	1837-1	1		2819	2610	209

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DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	44--01	11	1837-1	33				
2	44--02	11	1669-1	33				
2	44--03	11	1669-1	33				
2	44--04	11	1537-0	31				
2	44--05	11	0927-1	1	8	2392	2065	327
2	44--06	11	0927-1	2		2447	2090	357
2	44--07	11	1169-1	1		2549	2145	404
2	44--08	11	1635-1	1		3437	2796	641
2	44--09	11	0927-1	1		2788	2227	561
2	44--10	11	1867-1	33				
2	44--11	11	1839-1	33		2570	2157	413
2	44--12	11	0927-1	1				
2	44--13	11	0727-1	33				
2	44--14	11	0927-1	2	8	2432	2173	259
2	44--15	11	0927-1	1		2398	2167	231
2	44--16	11	1819-0	31				
2	44--17	11	1837-0	31				
2	44--18	11	1837-0	31				
2	44--19	11	1837-0	31				
2	44--20	11	1839-1	2	8	2974	2706	268
2	44--21	11	0927-1	1		2404	2179	225
2	44--22	11	1837-1	2	8	2994	2748	246
2	44--23	11	1837-1	2	8	2957	2711	246
2	44--24	11	1135-1	2	8	2531	2271	260
2	44--25	11	1839-1	1		2871	2695	176
2	44--26	11	0769-0	31				
2	44--27	11	1839-1	1		2993	2705	288
2	44--28	11	1637-1	1		2961	2698	263
2	44--29	11	1835-1	1		3586	3353	235
2	44--30	11	0927-1	1		2517	2191	326
2	44--31	11	1837-1	31		2884	2628	256
2	44--32	11	1837-1	31		2964	2698	293

SELLING

MODEL NO.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE*	OUTLET NO.**	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	45--02	11	0927-1	1		2532	2179	353
2	45--03	11	1837-1	2	8	3383	3129	254
2	45--04	11	1837-1	1		2503	2374	129
2	45--05	11	1837-1	1		3224	2914	310
2	45--06	11	1611-1	1		2685	2298	387
2	45--07	11	0727-1	1		2126	2011	115
2	45--08	11	1867-1	1		3268	2805	463
2	45--09	11	0735-1	1		2635	2290	345
2	45--10	11	1837-1	1		2821	2541	280
2	45--11	11	0769-1	1		2308	2074	234
2	45--12	11	0727-1	1		2040	1782	258
2	45--13	11	1839-1	2	8	2912	2633	279
2	45--14	11	1837-1	2	8	2770	2520	250
2	45--15	11	1839-1	2	8	2898	2619	279
2	45--16	11	1837-1	2	8	3158	2906	252
2	45--17	11	1737-1	2	8	2468	2232	236
2	45--18	11	1737-1	2	8	2741	2468	273
2	45--19	11	1169-1	2	8	2403	2145	258
2	45--20	11	1839-1	1		3038	2750	288
2	45--21	11	0927-1	1		2552	2179	373
2	45--22	11	0927-1	2	8	2356	2033	323
2	45--23	11	0769-0	31				
2	45--24	11	0927-1	1		2466	2166	300
2	45--25	11	0769-1	1		2375	2125	250
2	45--26	11	1839-1	33				
2	45--27	11	1839-1	33				
2	45--28	11	1837-1	2	8	2859	2607	252
2	45--29	11	0769-1	2	8	2224	1969	255
2	45--30	11	1839-1	2	8	2904	2645	259
2	45--31	11	1837-1	2	8	2874	2622	252
2	45--32	11	1637-1	2	8	2712	2504	208
2	46--01	11	0569-0	31				
2	46--02	11	1835-1	2	8	3250	2939	311

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - BRUDER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	46--03	11	1867-1	2	8	3361	3107	254
2	46--04	11	0769-1	2	8	2307	2077	230
2	46--05	11	0727-1	1		2340	2058	282
2	46--06	11	1837-1	33				
2	46--07	11	1645-1	33				
2	46--08	11	1837-1	1				
2	46--09	11	0769-1	33		2881	2629	252
2	46--10	11	1111-1	1				
2	46--11	11	1839-1	2	8	2280	2219	61
2	46--12	11	0727-0	31		2944	2698	246
2	46--13	11	0927-1	1				
2	46--14	11	0727-1	2	8	2437	2164	273
2	46--15	11	1635-0	31		2098	1847	251
2	46--16	11	0927-1	2	8			
2	46--17	11	0927-1	2	8	2399	2146	253
2	46--18	11	1535-1	2	8	2439	2160	279
2	46--19	11	0727-1	1	8	2734	2466	268
2	46--20	11	1611-0	31		2253	1913	340
2	46--21	11	1839-1	1				
2	46--22	11	0927-1	1		2818	2588	230
2	46--23	11	0769-1	2	8	2375	2167	208
2	46--24	11	0927-1	1		2110	1857	253
2	46--25	11	0927-1	2	8	2664	2197	467
2	46--26	11	1839-1	1	8	2364	2111	253
2	46--27	11	0867-1	1	8	3195	2754	441
2	46--28	11	1837-1	2	8	3975	3688	287
2	46--29	11	1837-1	2	8	2699	2455	244
2	46--30	11	1867-1	2	8	2822	2572	250
2	46--31	11	1611-0	31		3523	2979	544
2	46--32	11	1869-1	1				
2	46--33	11	0857-1	1		2812	2583	229
2	46--34	11	1869-1	1		3736	3414	320
2	46--35	11	0857-1	1		2424	2284	154
2	46--36	11	0857-1	1		2607	2702	100

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DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	47--04	11	1837-0	31				
2	47--05	11	1845-1	1				
2	47--06	11	0527-1	1			3042	485
2	47--07	11	0927-1	33		2236	1941	295
2	47--08	11	1839-1	1				
2	47--09	11	0927-1	2	8	3050	2870	180
2	47--10	11	0927-1	1		2374	2122	252
2	47--11	11	1837-1	1		2438	2195	243
2	47--12	11	1837-0	31		2876	2616	260
2	47--13	11	0927-1	1				
2	47--14	11	1867-1	1		2593	2182	411
2	47--15	11	1837-1	1		3251	2919	332
2	47--16	11	1837-1	33		2891	2618	273
2	47--17	11	1837-1	2				
2	47--18	11	1569-1	3	8	2843	2600	243
2	47--19	11	1215-0	31	8	2588	2376	212
2	47--20	11	0867-1	1				
2	47--21	11	1211-1	1		4300	3521	779
2	47--22	11	1867-1	1		2564	2282	282
2	47--23	11	1837-0	31		3121	2819	302
2	47--24	11	0927-1	1				
2	47--25	11	1837-0	31		2574	2186	388
2	47--26	11	1837-0	31				
2	48--01	12	0927-1	2	8	2380	2130	250
2	48--02	12	1837-1	1		2969	2621	348
2	48--03	12	0867-1	1		3895	3741	154
2	48--04	12	0927-1	1		2597	2108	489
2	48--05	12	1839-1	1		2780	2650	130
2	48--06	12	1837-1	1		2742	2423	319
2	48--07	12	0927-1	1		2539	2108	431
2	48--08	12	0769-1	2	8	2329	2066	263
2	48--09	12	1837-1	33				
2	48--10	12	1837-1	33				

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	48--11	12	0927-1	2	8	2451	2170	281
2	48--12	12	1839-1	1		2857	2673	184
2	48--13	12	0927-1	2	8	2410	2160	250
2	48--14	12	0927-1	2	8	2375	2111	264
2	48--15	12	1867-1	1		3022	2748	274
2	48--16	12	0727-1	1		2331	1969	362
2	48--18	12	0927-1	1		2426	2170	256
2	48--19	12	0927-1	2	8	2504	2179	325
2	48--20	12	0927-1	2	8	2430	2175	255
2	48--21	12	1739-1	2	8	2796	2542	254
2	48--22	12	0927-1	2	8	2448	2111	337
2	48--23	12	1635-1	1		3362	3102	260
2	48--24	12	1837-1	1		3081	2668	413
2	48--25	12	0927-1	1		2414	2046	368
2	48--26	12	1839-1	1		2825	2635	190
2	48--27	12	1837-0	31		4050	3712	338
2	48--28	12	0867-1	1		3424	2978	446
2	48--29	12	1839-1	1		2695	2189	506
2	48--30	12	0927-1	1				
2	48--31	12	1839-0	31		3257	2789	468
2	48--32	12	1837-1	1				
2	49--01	12	1839-1	33	8	2377	2126	251
2	49--02	12	0927-1	2		2316	2062	254
2	49--03	12	0769-1	1	8	2893	2635	258
2	49--04	12	1837-1	2		2997	2746	251
2	49--05	12	1867-1	2		2948	2575	373
2	49--06	12	1837-1	1		2909	2646	263
2	49--07	12	1837-1	1				
2	49--08	12	1669-1	33				
2	49--09	12	1837-1	33				
2	49--10	12	0727-1	2	8	2269	2001	259
2	49--11	12	0727-1	2	8	2082	2034	256
2	49--12	12	0727-1	2				
2	49--13	12	0727-1	2				
2	49--14	12	0727-1	2				
2	49--15	12	0727-1	2				
2	49--16	12	0727-1	2				
2	49--17	12	0727-1	2				
2	49--18	12	0727-1	2				
2	49--19	12	0727-1	2				
2	49--20	12	0727-1	2				
2	49--21	12	0727-1	2				
2	49--22	12	0727-1	2				
2	49--23	12	0727-1	2				
2	49--24	12	0727-1	2				
2	49--25	12	0727-1	2				
2	49--26	12	0727-1	2				
2	49--27	12	0727-1	2				
2	49--28	12	0727-1	2				
2	49--29	12	0727-1	2				
2	49--30	12	0727-1	2				
2	49--31	12	0727-1	2				
2	49--32	12	0727-1	2				
2	49--33	12	0727-1	2				
2	49--34	12	0727-1	2				
2	49--35	12	0727-1	2				
2	49--36	12	0727-1	2				
2	49--37	12	0727-1	2				
2	49--38	12	0727-1	2				
2	49--39	12	0727-1	2				
2	49--40	12	0727-1	2				
2	49--41	12	0727-1	2				
2	49--42	12	0727-1	2				
2	49--43	12	0727-1	2				
2	49--44	12	0727-1	2				
2	49--45	12	0727-1	2				
2	49--46	12	0727-1	2				
2	49--47	12	0727-1	2				
2	49--48	12	0727-1	2				
2	49--49	12	0727-1	2				
2	49--50	12	0727-1	2				
2	49--51	12	0727-1	2				
2	49--52	12	0727-1	2				
2	49--53	12	0727-1	2				
2	49--54	12	0727-1	2				
2	49--55	12	0727-1	2				
2	49--56	12	0727-1	2				
2	49--57	12	0727-1	2				
2	49--58	12	0727-1	2				
2	49--59	12	0727-1	2				
2	49--60	12	0727-1	2				
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2	49--64	12	0727-1	2				
2	49--65	12	0727-1	2				
2	49--66	12	0727-1	2				
2	49--67	12	0727-1	2				
2	49--68	12	0727-1	2				
2	49--69	12	0727-1	2				
2	49--70	12	0727-1	2				
2	49--71	12	0727-1	2				
2	49--72	12	0727-1	2				
2	49--73	12	0727-1	2				
2	49--74	12	0727-1	2				
2	49--75	12	0727-1	2				
2	49--76	12	0727-1	2				
2	49--77	12	0727-1	2				
2	49--78	12	0727-1	2				
2	49--79	12	0727-1	2				
2	49--80	12	0727-1	2				
2	49--81	12	0727-1	2				
2	49--82	12	0727-1	2				
2	49--83	12	0727-1	2				
2	49--84	12	0727-1	2				
2	49--85	12	0727-1	2				
2	49--86	12	0727-1	2				
2	49--87	12	0727-1	2				
2	49--88	12	0727-1	2				
2	49--89	12	0727-1	2				
2	49--90	12	0727-1	2				
2	49--91	12	0727-1	2				
2	49--92	12	0727-1	2				
2	49--93	12	0727-1	2				
2	49--94	12	0727-1	2				
2	49--95	12	0727-1	2				
2	49--96	12	0727-1	2				
2	49--97	12	0727-1	2				
2	49--98	12	0727-1	2				
2	49--99	12	0727-1	2				
2	49--100	12	0727-1	2				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	49--13	12	1839-1	1		3089	2788	301
2	49--14	12	0927-1	1		2318	2058	260
2	49--15	12	0927-1	1		2573	2169	404
2	49--16	12	1839-1	1		2843	2654	189
2	49--17	12	1839-1	1		3155	2849	306
2	49--18	12	1837-1	1		3570	3135	435
2	49--19	12	0867-1	1		3960	3712	248
2	49--20	12	1639-1	33				
2	49--21	12	0927-1	1		2440	2168	272
2	49--22	12	0867-0	31				
2	49--23	12	1211-0	31				
2	49--24	12	1837-1	2	8	2912	2660	252
2	49--25	12	1837-1	2	8	2898	2646	252
2	49--26	12	0927-1	2	8	2392	2121	271
2	49--27	12	1837-1	1		2758	2657	101
2	49--28	12	0927-1	2	8	2483	2152	331
2	49--29	12	1839-0	31		2620	2280	340
2	49--30	12	1135-1	1		4401	3984	417
2	49--31	12	1611-0	31				
2	49--32	12	0867-1	1				
2	50--01	12	1837-1	33				
2	50--02	12	1569-1	1		2551	2380	171
2	50--03	12	0769-1	2	8	2265	2009	256
2	50--04	12	0735-1	2	8	2281	2029	252
2	50--05	12	1635-1	2	8	3154	2889	265
2	50--06	12	0867-1	1		4070	3587	483
2	50--07	12	1867-1	1		3398	3285	113
2	50--08	12	1169-1	1		2522	2225	297
2	50--09	12	1839-1	33				
2	50--10	12	1837-1	2	8	2880	2624	256
2	50--11	12	0867-1	1		3947	3558	389
2	50--12	12	0867-1	1		3900	3662	238
2	50--13	12	1569-1	1		2465	2273	192

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DEALER - BRUDER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	50--14	12	1111-1	33		2703	2392	311
2	50--15	12	1669-1	1		2547	2200	347
2	50--16	12	0927-1	1		2540	2200	340
2	50--17	12	0927-1	1		2523	2160	363
2	50--18	12	0927-1	1		2317	2045	272
2	50--19	12	0927-1	2	8	2335	2065	270
2	50--20	12	0927-1	2	8	2213	1955	258
2	50--21	12	0769-1	2	8	2251	1977	274
2	50--22	12	0727-1	1		2475	2211	264
2	50--23	12	0927-1	1				
2	50--24	12	1837-0	31		3870	3575	295
2	50--25	12	0867-1	1		2834	2580	254
2	50--26	12	1837-1	2	8	3779	3716	63
2	50--27	12	0867-1	1		3007	2738	269
2	50--28	12	1635-1	1		2516	2122	394
2	50--29	12	0927-1	1				
2	50--30	12	1235-0	31		2361	2037	324
2	50--31	12	0927-1	1		2408	2193	215
2	50--32	12	0927-1	1		2523	2211	312
2	51--01	12	0927-1	1		2135	1863	272
2	51--04	12	0727-1	2	8	3210	2944	266
2	51--05	12	1845-1	2	8	2441	2188	253
2	51--06	12	0927-1	2	8	3244	2982	262
2	51--07	12	1869-1	1		2478	2168	310
2	51--08	12	0927-1	1		2310	2033	277
2	51--09	12	0769-1	1		2941	2704	237
2	51--10	12	1839-1	1		2620	2427	193
2	51--11	12	1611-1	1				
2	51--12	12	1830-1	33				
2	51--13	12	1867-1	33				
2	51--14	12	0927-1	33				
2	51--15	12	0927-1	33				
2	51--16	12	0927-1	33				
2	51--17	12	0927-1	33				
2	51--18	12	0927-1	33				
2	51--19	12	0927-1	33				
2	51--20	12	0927-1	33				
2	51--21	12	0927-1	33				
2	51--22	12	0927-1	33				
2	51--23	12	0927-1	33				
2	51--24	12	0927-1	33				
2	51--25	12	0927-1	33				
2	51--26	12	0927-1	33				
2	51--27	12	0927-1	33				
2	51--28	12	0927-1	33				
2	51--29	12	0927-1	33				
2	51--30	12	0927-1	33				
2	51--31	12	0927-1	33				
2	51--32	12	0927-1	33				
2	51--33	12	0927-1	33				
2	51--34	12	0927-1	33				
2	51--35	12	0927-1	33				
2	51--36	12	0927-1	33				
2	51--37	12	0927-1	33				
2	51--38	12	0927-1	33				
2	51--39	12	0927-1	33				
2	51--40	12	0927-1	33				
2	51--41	12	0927-1	33				
2	51--42	12	0927-1	33				
2	51--43	12	0927-1	33				
2	51--44	12	0927-1	33				
2	51--45	12	0927-1	33				
2	51--46	12	0927-1	33				
2	51--47	12	0927-1	33				
2	51--48	12	0927-1	33				
2	51--49	12	0927-1	33				
2	51--50	12	0927-1	33				
2	51--51	12	0927-1	33				
2	51--52	12	0927-1	33				
2	51--53	12	0927-1	33				
2	51--54	12	0927-1	33				
2	51--55	12	0927-1	33				
2	51--56	12	0927-1	33				
2	51--57	12	0927-1	33				
2	51--58	12	0927-1	33				
2	51--59	12	0927-1	33				
2	51--60	12	0927-1	33				
2	51--61	12	0927-1	33				
2	51--62	12	0927-1	33				
2	51--63	12	0927-1	33				
2	51--64	12	0927-1	33				
2	51--65	12	0927-1	33				
2	51--66	12	0927-1	33				
2	51--67	12	0927-1	33				
2	51--68	12	0927-1	33				
2	51--69	12	0927-1	33				
2	51--70	12	0927-1	33				
2	51--71	12	0927-1	33				
2	51--72	12	0927-1	33				
2	51--73	12	0927-1	33				
2	51--74	12	0927-1	33				
2	51--75	12	0927-1	33				
2	51--76	12	0927-1	33				
2	51--77	12	0927-1	33				
2	51--78	12	0927-1	33				
2	51--79	12	0927-1	33				
2	51--80	12	0927-1	33				
2	51--81	12	0927-1	33				
2	51--82	12	0927-1	33				
2	51--83	12	0927-1	33				
2	51--84	12	0927-1	33				
2	51--85	12	0927-1	33				
2	51--86	12	0927-1	33				
2	51--87	12	0927-1	33				
2	51--88	12	0927-1	33				
2	51--89	12	0927-1	33				
2	51--90	12	0927-1	33				
2	51--91	12	0927-1	33				
2	51--92	12	0927-1	33				
2	51--93	12	0927-1	33				
2	51--94	12	0927-1	33				
2	51--95	12	0927-1	33				
2	51--96	12	0927-1	33				
2	51--97	12	0927-1	33				
2	51--98	12	0927-1	33				
2	51--99	12	0927-1	33				
2	51--100	12	0927-1	33				
2	51--101	12	0927-1	33				
2	51--102	12	0927-1	33				
2	51--103	12	0927-1	33				
2	51--104	12	0927-1	33				
2	51--105	12	0927-1	33				
2	51--106	12	0927-1	33				
2	51--107	12	0927-1	33				
2	51--108	12	0927-1	33				
2	51--109	12	0927-1	33				
2	51--110	12	0927-1	33				
2	51--111	12	0927-1	33				
2	51--112	12	0927-1	33				
2	51--113	12	0927-1	33				
2	51--114	12	0927-1	33				
2	51--115	12	0927-1	33				
2	51--116	12	0927-1	33				
2	51--117	12	0927-1	33				
2	51--118	12	0927-1	33				
2	51--119	12	0927-1	33				
2	51--120	12	0927-1	33				
2	51--121	12	0927-1	33				
2	51--122	12	0927-1	33				
2	51--123	12	0927-1	33				
2	51--124	12	0927-1	33				
2	51--125	12	0927-1	33				
2	51--126	12	0927-1	33				
2	51--127	12	0927-1	33				
2	51--128	12	0927-1	33				
2	51--129	12	0927-1	33				
2	51--130	12	0927-1	33				
2	51--131	12	0927-1	33				
2	51--132	12	0927-1	33				
2	51--133	12	0927-1	33				
2	51--134	12	0927-1	33				
2	51--135	12	0927-1	33				
2	51--136	12	0927-1	33				
2	51--137	12	0927-1	33				
2	51--138	12	0927-1	33				
2	51--139	12	0927-1	33				
2	51--140	12	0927-1	33				
2	51--141	12	0927-1	33				
2	51--142	12	0927-1	33				
2	51--143	12	0927-1	33				
2	51--144	12	0927-1	33				
2	51--145	12	0927-1	33				
2	51--146	12	0927-1	33				
2	51--147	12	0927-1	33				
2	51--148	12	0927-1	33				
2	51--149	12	0927-1	33				
2	51--150	12	0927-1	33				
2	51--151	12	0927-1	33				
2	51--152	12	0927-1	33				
2	51--153	12	0927-1	33				
2	51--154	12	0927-1	33				
2	51--155	12	0927-1	33				
2	51--156	12	0927-1	33				
2	51--157	12	0927-1	33				
2	51--158	12	0927-1	33				
2	51--159	12	0927-1	33				
2	51--160	12	0927-1	33				
2	51--161	12	0927-1	33				
2	51--162	12	0927-1	33				
2	51--163	12	0927-1	33				
2	51--164	12	0927-1	33				
2	51--165	12	0927-1	33				
2	51--166	12	0927-1	33				
2	51--167	12	0927-1	33				
2	51--168	12	0927-1	33				
2	51--169	12	0927-1	33				
2	51--170	12	0927-1	33				
2	51--171	12	0927-1	33				
2	51--172	12	0927-1					

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALES	OUTLET NO.	NETTING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
2	51--18	12	1211-0	31				
2	51--19	12	1839-1	1		2874	2629	245
2	51--20	12	1669-1	1		2736	2448	286
2	51--21	12	1837-1	2	8	2742	2489	253
2	51--22	12	1837-1	1		2881	2637	244
2	51--23	12	0735-1	1		2516	2241	275
2	51--24	12	1867-1	1		3172	2966	206
2	51--25	12	1839-1	1		2962	2756	206
2	51--26	12	0927-1	1		2564	2165	399

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[fol. 1542] SUMMARY TABLE		DEALER - BRUDER	-----AVERAGES-----	
TYPE OF SALE	NO. OF SALES	MEDIAN MARKUP	ARITHMETIC MEAN MARKUP	
1	600	231	254	
2	239	251	244	
SUBTOTAL	839			
31	82			
32	5			
33	337			
34				
35				
SUBTOTAL	424			
OTHER				
TOTAL	1,263			

DEALER NO.	PG.	LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	1	01	1	0769-0	1		2547	2070	477
3	1	02	1	1611-0	1		2533	2276	257
3	1	03	1	1835-0	35				
3	1	04	1	1619-0	1		2545	2420	125
3	1	05	1	1611-0	33				
3	1	06	1	0569-0	1		2145	1865	280
3	1	07	1	1837-0	2	11	2933	2619	314
3	1	08	1	1839-0	2	11	3102	2795	307
3	1	09	1	1635-0	1		3125	2890	235
3	1	10	1	0769-0	1		2276	1956	320
3	1	11	1	1635-0	33				
3	1	12	1	0569-0	1		2193	1934	259
3	1	13	1	1837-0	35		2233	1873	360
3	1	14	1	0569-0	1				
3	1	15	1	1635-0	35				
3	1	16	1	1837-0	35				
3	1	17	1	1619-0	1		2525	2360	165
3	1	18	1	1119-0	33				
3	1	19	1	1839-0	33				
3	1	20	1	1839-0	1		3035	2675	360
3	1	21	1	1537-0	1		2613	2395	218
3	1	22	1	1619-0	35				
3	1	23	1	0769-0	1		2030	1870	160
3	1	24	1	0769-0	1		2196	1935	261
3	1	25	1	0769-0	1		2387	2039	348
3	1	26	1	0769-0	1	11	2449	2078	371
3	1	27	1	1837-0	2		2662	2548	114
3	1	28	1	1619-0	1	11	2680	2405	215
3	1	29	1	1611-0	2	11	2584	2316	268
3	1	30	1	1511-0	2	11	2343	2034	309
3	1	31	1	1611-0	1		2603	2287	316
3	1	32	1	1837-0	2	11	2614	2354	240
3	2	01	1	1837-0	33				

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	2--02	1	1611-0	1		2592	2379	213
3	2--03	1	1837-0	33				
3	2--04	1	0769-0	33				
3	2--05	1	1235-0	1		2668	2555	113
3	2--06	1	0569-0	1		2360	2003	357
3	2--07	1	0769-0	1		2233	2101	132
3	2--08	1	1819-0	33				
3	2--09	1	0769-0	1		2387	2046	341
3	2--10	1	1837-0	2	11	2938	2676	262
3	2--11	1	1837-0	34	11			
3	2--12	1	1645-0	2	11	3168	2871	297
3	2--13	1	0769-0	2	11	2165	1871	294
3	2--14	1	0769-0	2	11	2121	1868	253
3	2--15	1	0769-0	33				
3	2--16	1	0769-0	1		2428	2062	366
3	2--17	1	1837-0	1		2592	2336	256
3	2--18	1	1837-0	2	11	2870	2673	197
3	2--19	1	0769-0	34	12			
3	2--20	1	1619-0	1		2720	2491	229
3	2--21	1	1119-0	33				
3	2--22	1	1835-0	32				
3	2--23	1	1837-0	1		2878	2620	258
3	2--24	1	1111-0	1		2197	1959	238
3	2--25	1	0769-0	32				
3	2--26	1	1837-0	1		2847	2566	281
3	2--27	1	1837-0	1		2972	2719	253
3	2--28	1	0769-0	1		2279	2037	242
3	2--29	1	1635-0	1		3146	2840	306
3	2--30	1	1839-0	1		2848	2575	273
3	2--31	1	0769-0	1		2314	2056	258
3	2--32	1	1519-0	1		2323	2096	227
3	2--33	1	0769-0	1		2323	2071	251

NET

0740-0 1 0740-0 251 2322 2071 251

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	3--03	1	0769-0	1		2339	2069	270
3	3--04	1	1839-0	1		3043	2767	276
3	3--05	1	1111-0	2	7	2402	2121	281
3	3--06	1	1611-0	1		2549	2209	340
3	3--07	1	0769-0	1		2385	1951	434
3	3--08	1	1611-0	2	7	2598	2348	250
3	3--09	1	0769-0	1		2309	2039	270
3	3--10	1	0769-0	1		2087	1926	161
3	3--11	1	0769-0	1		2187	2082	105
3	3--12	1	1837-0	35				
3	3--13	1	1619-0	33				
3	3--14	1	0769-0	33				
3	3--15	1	0769-0	33				
3	3--16	1	1519-0	35				
3	3--17	1	0867-0	33				
3	3--18	1	1837-0	2	11	2712	2399	313
3	3--19	1	1867-0	1		3007	2788	219
3	3--20	1	1867-0	2	11	3123	2874	249
3	3--21	1	1839-0	1		2799	2604	195
3	3--22	1	1839-0	2	11	2904	2599	305
3	3--23	1	1111-0	2	11	2257	1964	293
3	3--24	1	1837-0	33				
3	3--25	1	1837-0	1		3105	2733	372
3	3--26	1	1611-9	31				
3	3--27	1	1619-0	1		2785	2497	288
3	3--28	1	1839-0	1		2793	2586	207
3	3--29	1	1839-0	2	11	3194	2872	322
3	3--30	1	1835-0	1		3040	2899	141
3	3--31	1	1839-0	1		2927	2792	135
3	3--32	1	1645-0	1		3164	2959	205
3	4--01	1	1111-0	1		2234	1961	273
3	4--02	1	1837-0	1		2983	2722	261
3	4--03	1	1111-0	1		2346	2124	222

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	4--04	1	1635-0	1		2955	2812	143
3	4--05	1	0769-0	1		2249	2037	212
3	4--06	1	0867-0	1		4019	3668	351
3	4--07	1	1837-0	1		3012	2728	284
3	4--08	1	1611-0	1		2614	2363	251
3	4--09	1	1867-0	1		3093	2921	172
3	4--10	1	0769-0	1		2409	2087	322
3	4--11	1	1837-0	1		2645	2533	112
3	4--12	1	1837-0	1		3112	2767	345
3	4--13	1	1837-0	33				
3	4--14	1	0769-0	1		2160	1921	239
3	4--15	1	1111-0	1		2187	1926	261
3	4--16	1	1837-0	1		2571	2358	213
3	4--17	1	0769-0	2		2345	2092	253
3	4--18	1	1837-0	1		2723	2585	138
3	4--19	1	1121-0	33				
3	4--20	1	1215-0	33				
3	4--21	1	1837-0	1		2903	2738	165
3	4--22	1	1619-0	1		2685	2464	221
3	4--23	1	1837-0	1		2856	2630	226
3	4--24	1	1837-0	1		2933	2617	316
3	4--25	1	0769-0	1		2176	1981	195
3	4--26	1	1511-0	1		2466	2192	274
3	4--27	1	1645-0	1		3205	2891	314
3	4--28	1	0769-0	1		2371	2101	270
3	4--29	1	1111-0	1		2403	2109	294
3	4--30	1	1111-0	1		2285	2119	166
3	4--31	1	1619-0	1		2708	2487	221
3	4--32	1	1837-0	1		2822	2610	212
3	5--01	1	1837-0	1		2757	2597	160
3	5--02	1	1837-0	1		2761	2629	132
3	5--03	1	1837-0	1		2685	2474	209
3	5--04	1	1837-0	1		2685	2474	209

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NET

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	5--05	1	0569-0	1		2364	1992	372
3	5--06	1	0769-0	1		2175	2067	108
3	5--07	1	0769-0	1		2134	1943	191
3	5--08	1	0569-0	2	11	2123	1824	299
3	5--09	1	1867-0	35				
3	5--10	1	1211-0	2	7	2495	2189	306
3	5--11	1	1635-0	34	11			
3	5--12	1	0569-0	34	11			
3	5--13	1	0769-0	33				
3	5--14	1	0769-0	2	1	2321	2075	246
3	5--15	1	1635-0	34	12			
3	5--16	1	1867-0	1		3140	2940	200
3	5--17	1	0769-0	34	11			
3	5--18	1	1837-0	1		2915	2660	255
3	5--19	1	1837-0	1		2893	2574	319
3	5--20	1	1611-0	1		2321	2208	113
3	5--21	1	1635-0	1		2847	2612	235
3	5--22	1	1635-0	1		2983	2853	130
3	5--23	1	1837-0	33				
3	6--01	2	0867-0	1		4161	3831	330
3	6--02	2	1839-0	1		2827	2633	194
3	6--03	2	1837-0	1		2912	2713	199
3	6--04	2	1635-0	34				
3	6--05	2	1645-0	1	7	3559	3318	241
3	6--06	2	1837-0	1		2840	2607	233
3	6--07	2	1219-0	35				
3	6--08	2	1837-0	35				
3	6--09	2	1135-0	1		2468	2273	195
3	6--10	2	1635-0	1		3011	2842	169
3	6--11	2	1837-0	33				
3	6--12	2	0769-0	2	11	2306	2053	253
3	6--13	2	0769-0	1		2220	2053	167
3	6--14	2	0769-0	1		2300	2072	228

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	6--15	2	0769-0	1		2382	2110	272
3	6--16	2	0769-0	1		2447	2092	355
3	6--17	2	0769-0	1		2164	2037	127
3	6--18	2	1837-0	1		2896	2613	283
3	6--19	2	1839-0	1		3033	2759	274
3	6--20	2	1511-0	1		2507	2237	270
3	6--21	2	1135-0	33				
3	6--22	2	0769-0	35				
3	6--23	2	0769-0	1		2505	2101	404
3	6--24	2	0769-0	1	7	2313	2085	228
3	6--25	2	0769-0	2	7	2235	2045	190
3	6--26	2	1637-0	2	7	2863	2534	329
3	6--27	2	1637-0	34	12			
3	6--28	2	1645-0	33				
3	6--29	2	1111-0	35				
3	6--30	2	1837-0	2	1	3135	2821	314
3	6--31	2	1837-0	1		2788	2675	113
3	6--32	2	1611-0	2	7	2539	2226	313
3	7--01	2	1837-0	33				
3	7--02	2	1635-0	2	7	2952	2698	254
3	7--03	2	1219-0	2	7	2669	2397	272
3	7--04	2	1519-0	1		2564	2355	209
3	7--05	2	1837-0	33				
3	7--06	2	1619-0	1		2634	2393	241
3	7--07	2	1645-0	1		3133	2918	215
3	7--08	2	1237-0	1		2938	2727	211
3	7--09	2	0769-0	35				
3	7--10	2	0769-0	1		2564	2108	456
3	7--11	2	0769-0	33				
3	7--12	2	1119-0	1		2393	2074	319
3	7--13	2	1119-0	1		2240	2047	213
3	7--14	2	1119-0	1		2745	2440	305
3	7--15	2	1119-0	1		2745	2440	305

DEALER NO. MODEL NO. PG. - LINE NO. MONTH SOLD TYPE OF SALE OUTLET NO. NET SELLING PRICE TO CUSTOMER DEALER INVOICE MARKUP

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2440
2788

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	7--16	2	1619-0	2	1	2640	2381	259
3	7--17	2	1635-0	2	11	3055	2724	331
3	7--18	2	1839-0	1		2879	2659	220
3	7--19	2	1837-0	1		3371	3137	234
3	7--20	2	1837-0	34	12			
3	7--21	2	1837-0	34	12			
3	7--22	2	1837-0	34	11			
3	7--23	2	0769-0	2		2315	2037	278
3	7--24	2	1645-0	33				
3	7--25	2	1819-0	35				
3	7--26	2	1837-0	35				
3	7--27	2	1737-0	2	11	2720	2459	261
3	7--28	2	0769-0	1		2417	2081	336
3	7--29	2	0769-0	1		2413	2096	317
3	7--30	2	0867-0	1		3689	3337	352
3	7--31	2	1837-0	33				
3	7--32	2	1121-0	32				
3	8--01	2	1837-0	1		2569	2412	157
3	8--02	2	1635-9	31				
3	8--03	2	1639-9	31				
3	8--04	2	0769-0	1		2536	2105	431
3	8--05	2	0769-0	1		2278	2078	200
3	8--06	2	1611-0	1		2813	2508	305
3	8--07	2	1119-0	33				
3	8--08	2	1837-0	1		2772	2550	222
3	8--09	2	1837-0	1		2764	2694	270
3	8--10	2	0729-0	1		2247	2041	206
3	8--11	2	0769-0	35				
3	8--12	2	1839-0	1		2932	2557	375
3	8--13	2	1111-0	1	12	2160	1961	199
3	8--14	2	1839-0	34				
3	8--15	2	1111-0	1		2404	2199	205
3	8--16	2	1619-0	1		2590	2465	125
3	8--16	2	1119-0	1		2370	2132	238

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	8--17	2	1519-0	1		2660	2407	253
3	8--18	2	1619-0	1		2470	2335	135
3	8--19	2	1867-0	1		3143	2773	370
3	8--20	2	1837-0	2	11	3000	2696	304
3	8--21	2	1837-0	33				
3	8--22	2	1839-0	33				
3	8--23	2	1645-0	1		3141	2818	323
3	8--24	2	1119-0	1		2517	2255	262
3	8--25	2	1115-0	33				
3	8--26	2	1839-0	1		3067	2751	316
3	8--27	2	0569-0	1		2149	1893	256
3	8--28	2	1837-0	33				
3	8--29	2	0867-0	33				
3	8--30	2	1119-0	1		2130	1957	173
3	8--31	2	0769-0	33				
3	8--32	2	1835-0	1		3076	2861	215
3	9--01	2	1837-0	33				
3	9--02	2	0769-0	1		2361	2102	259
3	9--03	2	1611-0	1		2654	2422	232
3	9--04	2	1839-0	1		3009	2796	213
3	9--05	2	1645-0	33				
3	9--06	2	1837-0	1		2785	2581	204
3	9--07	2	1645-0	1		3145	2956	189
3	9--08	2	1839-0	33				
3	9--09	2	1519-0	1		2511	2279	232
3	9--10	2	1837-0	35				
3	9--11	2	0769-0	1		2293	2087	206
3	9--12	2	0768-0	1		2335	2070	265
3	9--13	2	0637-0	1		2277	2106	171
3	9--14	2	0637-0	1		3310	3086	224
3	9--15	2	0769-0	1	11	2357	2053	304
3	9--16	2	0769-0	1	11	2342	2101	241
3	9--17	2	0769-0	1	11	2342	2072	268

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	9--18	2	1119-0	1		2318	2202	116
3	9--19	2	1111-0	33				
3	9--20	2	1211-0	1		2825	2421	404
3	9--21	2	1835-0	1		3366	3110	256
3	9--22	2	1837-0	1		3025	2850	175
3	9--23	2	1837-0	1		2538	2322	216
3	9--24	2	1837-0	2	11	3020	2686	334
3	9--25	2	1611-0	33				
3	9--26	2	1837-0	1		2773	2626	147
3	9--27	2	1837-0	1		2773	2548	225
3	9--28	2	1619-0	1		2513	2380	133
3	9--29	2	0769-0	1		2206	2078	128
3	9--30	2	1135-0	1		2416	2276	140
3	9--31	2	1837-0	33				
3	9--32	2	0727-0	1		2284	2043	241
3	10--01	2	1219-0	33				
3	10--02	2	1635-0	1		2840	2684	156
3	10--03	2	0769-0	1		2419	2101	318
3	10--04	2	1837-0	1		2906	2672	234
3	10--05	2	1837-0	1		2810	2692	118
3	10--06	2	1635-0	34	12			
3	10--07	2	1837-0	1		2742	2467	275
3	10--08	2	1235-0	33				
3	10--09	2	0769-0	1		2341	2087	254
3	10--10	2	1611-0	1		2688	2425	263
3	10--11	2	0867-0	1		3741	3564	177
3	10--12	2	1619-0	1		2303	2164	144
3	10--13	2	0769-0	33				
3	10--14	2	1111-0	1		2375	2109	266
3	10--15	2	1837-0	1		2675	2544	131
3	10--16	2	1837-0	1		2705	2597	108
3	10--17	2	1839-9	31				
3	10--18	2	0867-0	35				

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	10-19	2	1839-0	1		2834	2616	218
3	10-20	2	1111-0	1		2187	2031	156
3	10-21	2	1839-0	1		2657	2542	115
3	10-22	2	0769-0	1		2156	2053	103
3	10-23	2	1837-0	2	7	2833	2625	208
3	10-24	2	1837-0	35				
3	10-25	2	1119-0	2	11	2447	2247	200
3	10-26	2	1837-0	2	7	2915	2613	302
3	10-27	2	1837-0	1		2914	2653	261
3	10-28	2	1867-0	1		3042	2819	223
3	10-29	2	1211-0	33				
3	10-30	2	1837-0	1		3002	2745	257
3	10-31	2	0769-0	1		2205	2101	104
3	10-32	2	0769-0	1		2459	2101	358
3	11-01	2	1837-0	1		3215	2767	448
3	11-02	2	1839-0	33				
3	11-03	2	1837-0	33				
3	11-04	2	1519-0	34				
3	11-05	2	1837-0	33				
3	11-06	2	1519-0	33	12			
3	11-07	2	1839-0	2		2947	2690	257
3	11-08	2	1837-0	2	11	2718	2486	232
3	11-09	2	1835-0	2	11	3232	2962	270
3	11-10	2	1635-0	2	11	2833	2620	213
3	11-11	2	0769-0	1		2204	2101	103
3	11-12	2	1511-0	1		2193	2015	178
3	11-13	2	0727-0	33		2336	2057	179
3	11-14	2	0727-0	1				
3	11-15	2	0727-0	33		2292	2057	235
3	11-16	2	0769-0	1		2093	1949	144
3	11-17	2	1837-0	31		2744	2444	299
3	11-18	2	1837-0	31				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	11-20	2	1545-0	1		2957	2715	242
3	11-21	2	1839-0	33				
3	11-22	2	1839-0	1		2858	2604	254
3	12-01	3	1837-0	1		2773	2593	180
3	12-02	3	1837-0	1		2789	2565	224
3	12-03	3	1837-0	1		2775	2623	152
3	12-04	3	0769-0	1		2418	2082	336
3	12-05	3	0727-0	1		2291	2047	244
3	12-06	3	0727-0	1		2281	2034	247
3	12-07	3	0727-0	1		2199	1919	280
3	12-08	3	0769-0	1		2300	2092	208
3	12-09	3	1645-0	1		3089	2845	244
3	12-10	3	1119-0	1		2431	2242	189
3	12-11	3	1839-0	1		2932	2675	257
3	12-12	3	1837-0	1		3039	2735	304
3	12-13	3	1657-0	1		3250	2965	285
3	12-14	3	1837-0	1		3150	2719	431
3	12-15	3	0769-0	1		2302	2101	201
3	12-16	3	0769-0	1		2298	2080	218
3	12-17	3	1837-0	1		2974	2751	223
3	12-18	3	1839-0	33				
3	12-19	3	1219-0	1		2407	2240	167
3	12-20	3	1867-0	33				
3	12-21	3	1119-0	1		2227	2011	216
3	12-22	3	1111-0	1		2454	2033	421
3	12-23	3	1635-0	1		3019	2782	237
3	12-24	3	1839-0	33				
3	12-25	3	1837-0	1		2727	2598	129
3	12-26	3	1837-0	1		2788	2584	204
3	12-27	3	1837-0	1		2818	2572	246
3	12-28	3	1837-0	1		2657	2492	165
3	12-29	3	1119-0	1		2223	2017	206
3	12-30	3	1111-0	1		2196	1993	203

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

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MARKUP

DEALER
INVOICENET
SELLING
PRICE TO
CUSTOMEROUTLET
NO.*TYPE OF
SALE*MODEL NO.
AND
YEARMONTH
SOLD

PG. - LINE NO.

DEALER
NO.

3	12--31	3	1837-0	35			2834	2657	177
3	12--32	3	1135-0	33			2590	2402	188
3	13--01	3	1837-0	35					
3	13--02	3	1119-0	35					
3	13--03	3	1839-0	1					
3	13--04	3	1135-0	1					
3	13--05	3	1837-0	35			2777	2563	214
3	13--06	3	1739-0	1			2079	1831	248
3	13--07	3	0569-0	1			2282	2032	250
3	13--08	3	0727-0	1			2893	2664	229
3	13--09	3	1837-0	1					
3	13--10	3	1835-0	33					
3	13--11	3	1839-0	1			3023	2706	317
3	13--12	3	1837-0	1			2837	2704	133
3	13--13	3	0727-0	1			2333	1992	341
3	13--14	3	0769-0	1			2225	2026	199
3	13--15	3	0769-0	1			2005	1943	62
3	13--16	3	0527-0	1			2215	1939	276
3	13--17	3	1119-0	34					
3	13--18	3	0727-0	1	12		2253	2048	205
3	13--19	3	0727-0	1			2172	2056	116
3	13--20	3	1839-0	2	11		2968	2706	262
3	13--21	3	1635-0	1			2897	2782	115
3	13--22	3	1519-0	1			2596	2392	204
3	13--23	3	1611-0	2	7		2417	2154	263
3	13--24	3	1839-0	34	12				
3	13--25	3	1135-0	1			2608	2378	230
3	13--26	3	1645-0	33					
3	13--27	3	1837-0	1			2646	2554	92
3	13--28	3	1837-0	1			3235	3049	186
3	13--29	3	1837-0	1			2732	2644	88
3	13--30	3	1837-0	1					
3	13--31	3	1837-0	1					

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	13--32	3	1837-0	33				
3	14--01	3	1637-0	2				
3	14--02	3	1837-0	1	11	2730	2417	313
3	14--03	3	1737-0	1		2736	2604	132
3	14--04	3	1867-0	1		2509	2321	188
3	14--05	3	1839-0	1		3063	2869	194
3	14--06	3	1839-0	1		2738	2629	109
3	14--07	3	0867-0	2	11	3607	3297	310
3	14--08	3	1119-0	33				
3	14--09	3	0769-0	2		2192	2105	87
3	14--10	3	0727-0	1	10	2262	2049	213
3	14--11	3	0727-0	1		2221	2039	182
3	14--12	3	1635-0	33				
3	14--13	3	1637-0	1		2703	2500	203
3	14--14	3	1111-0	1		2239	2115	124
3	14--15	3	1645-0	1		3074	2885	189
3	14--16	3	1511-0	1		2532	2400	132
3	14--17	3	1839-0	1		2964	2744	220
3	14--18	3	1235-0	1		2418	2308	110
3	14--19	3	1867-0	1		2927	2837	90
3	14--20	3	1619-0	1		2734	2520	214
3	14--21	3	0867-0	1		3863	3731	132
3	14--22	3	0769-0	1		2076	1926	150
3	14--23	3	1837-0	33				
3	14--24	3	0727-0	1		2295	2032	263
3	14--25	3	1839-0	1		2875	2625	250
3	14--26	3	1837-0	1		2757	2671	86
3	14--27	3	0867-0	1		3705	3522	183
3	14--28	3	1535-0	1		2625	2509	116
3	14--29	3	1645-0	1		2722	2554	168
3	14--30	3	0769-0	1		2236	1993	243
3	14--31	3	1839-0	1		3094	2927	167
3	14--32	3	0769-0	33				
3		3	1837-0	2	11	2803	2599	204

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DEALER - CITIZENS

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DEALER NO.	LOG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	15-01	3	0867-0	34	12	2832	2639	193
3	15-02	3	1837-0	1		2939	2751	188
3	15-03	3	1839-0	1		4490	3927	563
3	15-04	3	0867-0	1		2850	2657	193
3	15-05	3	1837-0	1				
3	15-06	3	0769-0	33				
3	15-07	3	1837-0	33				
3	15-08	3	0727-0	1		2110	1928	182
3	15-09	3	1119-0	2	11	2146	1936	210
3	15-10	3	1111-0	1		2098	1979	119
3	15-11	3	1837-0	1		2826	2635	191
3	15-12	3	1867-0	33				
3	15-13	3	1837-0	1		3203	3080	123
3	15-14	3	1837-0	1		2783	2568	215
3	15-15	3	0727-0	1		2043	1902	141
3	15-16	3	0727-0	1		2134	2057	77
3	15-17	3	0727-0	1		2201	2068	133
3	15-18	3	1839-0	1		2634	2520	114
3	15-19	3	1737-0	1		2563	2397	166
3	15-20	3	1219-0	1		2428	2215	213
3	15-21	3	1519-0	1		2142	2048	94
3	15-22	3	0769-0	1		2261	2114	147
3	15-23	3	0769-0	1		2181	2086	95
3	15-24	3	0569-0	1		2037	1952	85
3	15-25	3	0569-0	1		2087	1996	91
3	15-26	3	0727-0	1		2159	2057	102
3	15-27	3	1211-0	35				
3	15-28	3	1835-0	1	10	3080	2878	202
3	15-29	3	1839-0	2		2650	2562	88
3	15-30	3	0769-0	1		2252	2092	200
3	15-31	3	0727-0	1		2252	2092	200
3	15-32	3	0727-0	1		2252	2092	200
3	15-33	3	0727-0	1		2252	2092	200
3	15-34	3	0727-0	1		2252	2092	200
3	15-35	3	0727-0	1		2252	2092	200

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SELLING

MODEL NO.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	16--02	3	1837-0	33		2890	2653	237
3	16--03	3	1839-0	1				
3	16--04	3	1739-0	33				
3	16--05	3	1837-0	35				
3	16--06	3	1837-0	1		2546	2441	105
3	16--07	3	1645-0	1		3130	2873	257
3	16--08	3	0569-0	1		1895	1815	80
3	16--09	3	0569-0	33				
3	16--10	3	1839-0	1		2862	2602	260
3	16--11	3	1839-0	33				
3	16--12	3	1119-0	1		2281	2121	160
3	16--13	3	1635-0	1		3356	3154	202
3	16--14	3	1637-0	1		2385	2236	149
3	16--15	3	1837-0	1		2900	2684	216
3	16--16	3	1837-0	1		3025	2754	271
3	16--17	3	1837-0	33				
3	16--18	3	0727-0	33				
3	16--19	3	1837-0	1		2733	2552	181
3	16--20	3	1835-0	1		3637	3471	166
3	16--21	3	1635-0	1		2877	2710	167
3	16--22	3	1135-0	1		2621	2465	156
3	16--23	3	1839-0	34	11			
3	16--24	3	0727-0	1		2003	1904	99
3	16--25	3	0727-0	1		2352	2063	289
3	16--26	3	1835-0	33				
3	16--27	3	1215-0	1		2605	2482	123
3	16--28	3	0867-0	2	10	3630	3487	143
3	16--29	3	1619-0	33				
3	16--30	3	0867-0	1		3735	3651	84
3	16--31	3	0527-0	1		1997	1918	79
3	16--32	3	0727-0	2	11	2219	1912	307
3	17--01	3	0727-0	1		2148	2026	122
3	17--02	3	0727-0	1		2116	1946	170

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	17--04	3	1839-0	1		2839	2675	164
3	17--05	3	0727-0	1		2169	2043	126
3	17--06	3	0769-0	1		2161	2039	122
3	17--07	3	0769-0	1		2244	2066	178
3	17--08	3	0727-0	1		2160	2023	137
3	17--09	3	1119-0	1		2083	1972	111
3	17--10	3	1839-0	1		3200	2971	229
3	17--11	3	1839-0	1		2902	2757	145
3	17--12	3	1635-0	1		3155	2843	312
3	17--13	3	0769-0	1		2355	2101	254
3	17--14	3	0769-0	1		2176	2092	84
3	17--15	3	0769-0	1		2203	2079	124
3	17--16	3	0727-0	1		2125	2017	108
3	17--17	3	1235-0	1	11	2611	2421	190
3	17--18	3	1839-0	2	11	2708	2490	218
3	17--19	3	1839-0	2		3116	2894	222
3	17--20	3	1835-0	1		3165	2956	209
3	17--21	3	1839-0	1		2826	2733	93
3	17--22	3	1119-0	1		2255	2116	139
3	17--23	3	1837-0	1		2816	2584	232
3	17--24	3	1839-0	1		2846	2662	184
3	17--25	3	1235-0	2	11	2524	2314	210
3	17--26	3	1839-0	1		2885	2661	224
3	17--27	3	1739-0	2	10	2597	2508	89
3	17--28	3	1837-0	1		2788	2650	138
3	17--29	3	1839-0	1	11	2886	2714	172
3	17--30	3	1639-0	2		2658	2459	199
3	17--31	3	0847-0	1		3703	3501	202
3	17--32	3	1635-0	1		2942	2790	152
3	17--33	3	1839-0	1		3241	3126	115
3	17--34	3	1839-0	1		3271	3126	124
3	17--35	3	1839-0	1		3271	3126	124

SELLING

MODEL NO.

PG. -	LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	18--05	3	1839-0	1		2485	2574	111
3	18--06	3	0769-0	1		2327	2119	208
3	19--01	4	1837-0	1		2981	2733	248
3	19--02	4	1837-0	1		2847	2619	228
3	19--03	4	1837-0	1		2943	2721	222
3	19--04	4	1837-0	1		2720	2549	171
3	19--05	4	1837-0	1		2792	2561	231
3	19--06	4	0727-0	1		2027	1938	89
3	19--07	4	0769-0	1		2151	1950	201
3	19--08	4	1867-0	1		3098	2921	177
3	19--09	4	0867-0	1		3692	3448	244
3	19--10	4	1215-0	1		2329	2237	92
3	19--11	4	1819-0	33				
3	19--12	4	1837-0	1		2903	2692	211
3	19--13	4	1837-0	1		2690	2601	89
3	19--14	4	1837-0	2	10	2834	2706	128
3	19--15	4	1837-0	1		2933	2639	324
3	19--16	4	1111-0	1		2031	1949	82
3	19--17	4	1635-0	1				
3	19--18	4	1837-0	33				
3	19--19	4	1535-0	33				
3	19--20	4	1837-0	1		2545	2452	93
3	19--21	4	0769-0	1		2855	2639	216
3	19--22	4	0769-0	1		2183	2036	147
3	19--23	4	0769-0	1		2243	2092	151
3	19--24	4	1835-0	1		2193	2092	101
3	19--25	4	1115-0	1		3192	2963	229
3	19--26	4	1839-0	1		2633	2436	197
3	19--27	4	1119-0	1		2911	2811	100
3	19--28	4	0867-0	1		2242	1975	267
3	19--29	4	1819-0	1		3794	3539	255
3	19--30	4	1115-0	1		2809	2626	183
3	19--31	4	1545-0	1		2602	2386	216
3						2667	2452	215

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	19--32	4	1837-0	1		2663	2521	142
3	20--01	4	1839-0	33				
3	20--02	4	1211-0	33				
3	20--03	4	1111-0	2	10	2260	2174	86
3	20--04	4	0769-0	1		2173	2034	139
3	20--05	4	1737-0	1		2628	2488	140
3	20--06	4	1819-0	35				
3	20--07	4	1111-0	1		2294	2139	155
3	20--08	4	1219-0	1		2522	2317	205
3	20--09	4	1119-0	1		2309	2095	214
3	20--10	4	0727-0	1		2209	2048	161
3	20--11	4	0867-0	2	11	3640	3337	303
3	20--12	4	0769-0	1		2362	2082	280
3	20--13	4	1837-0	1		2665	2455	210
3	20--14	4	1837-0	1		2840	2611	229
3	20--15	4	1737-0	1		2655	2447	208
3	20--16	4	1837-0	1		2820	2550	270
3	20--17	4	0769-0	1		2035	1957	78
3	20--18	4	0769-0	1		2343	1895	448
3	20--19	4	1135-0	1		2467	2364	103
3	20--20	4	1211-0	2	10	2506	2415	91
3	20--21	4	1837-0	1		2860	2661	199
3	20--22	4	1737-0	1		2670	2475	195
3	20--23	4	1839-0	1		2740	2651	89
3	20--24	4	1739-0	1		2736	2502	234
3	20--25	4	1119-0	1		2261	2142	119
3	20--26	4	1519-0	1		2270	2083	187
3	20--27	4	1835-0	1		3186	2931	255
3	20--28	4	1635-9	31				
3	20--29	4	1837-0	1		2584	2370	214
3	20--30	4	0437-0	1		2215	2101	114
3	20--31	4	0437-0	1				
3	20--32	4	0437-0	1				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	21--02	4	1839-0	1		2880	2804	76
3	21--03	4	1535-0	33				
3	21--04	4	1839-0	1		2702	2627	75
3	21--05	4	1635-0	1		3048	2817	231
3	21--06	4	1611-0	1		2645	2426	214
3	21--07	4	0727-0	33				
3	21--08	4	0727-0	1		2231	2032	199
3	21--09	4	0769-0	1		2350	2092	258
3	21--11	4	1635-0	1		3027	2787	240
3	21--12	4	1839-0	1		2863	2584	279
3	21--13	4	1837-0	1		2769	2597	172
3	21--14	4	1737-0	1		2535	2359	176
3	21--15	4	0727-0	1		2111	2020	91
3	21--16	4	1819-0	1		2648	2435	213
3	21--17	4	1837-0	1		2894	2744	150
3	21--18	4	0727-0	1		2150	2057	93
3	21--19	4	0527-0	1		2020	1830	190
3	21--20	4	1111-0	1		2179	2082	97
3	21--21	4	1737-0	1		2930	2521	409
3	21--22	4	0867-0	1		3645	3355	290
3	21--23	4	0769-0	1		2224	2101	123
3	21--24	4	1635-0	1		3280	2824	456
3	21--25	4	0569-0	1		2085	1840	245
3	21--26	4	0769-0	2	11	2305	2092	213
3	21--27	4	0727-0	2	11	2201	2044	153
3	21--28	4	0727-0	33				
3	21--29	4	0569-0	1		2136	2029	107
3	21--30	4	1837-0	34	7			
3	21--31	4	1111-0	2	11	2222	2099	123
3	21--32	4	1837-0	34	11			
3	22--01	4	1111-0	1		2149	2064	85
3	22--02	4	1835-0	1		3969	3429	540
3	22--03	4	1835-0	1		3230	2978	252

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	22--04	4	1837-0	1		2864	2634	230
3	22--05	4	1839-0	1		3303	3050	253
3	22--06	4	1635-0	1		2902	2716	186
3	22--07	4	1719-0	1		2621	2507	114
3	22--08	4	1135-0	1		2426	2316	110
3	22--09	4	1135-0	35				
3	22--10	4	1737-0	1		2593	2492	101
3	22--11	4	1635-0	2	7	3010	2862	148
3	22--12	4	1211-0	2	11	2364	2238	126
3	22--13	4	0727-0	1		2211	2048	163
3	22--14	4	1837-0	33				
3	22--15	4	1645-0	33				
3	22--16	4	1739-0	2		2795	2493	302
3	22--17	4	1837-0	1	7	2631	2541	90
3	22--18	4	1837-0	1		3066	2908	158
3	22--19	4	1867-0	1		2722	2634	88
3	22--20	4	1837-0	1				
3	22--21	4	1839-0	34	7	3015	2880	135
3	22--22	4	1637-0	1		2466	2297	169
3	22--23	4	1867-0	1		3330	3106	224
3	22--24	4	0727-0	1		2208	2057	151
3	22--25	4	0727-0	1		2175	2061	114
3	22--26	4	0727-0	1		2119	1990	129
3	22--27	4	0727-0	2	10	1970	1890	80
3	22--28	4	0727-0	1		2256	2048	208
3	22--29	4	0527-0	1		1995	1795	200
3	22--30	4	0727-0	1		2043	1924	119
3	22--31	4	0769-0	1		2258	2050	208
3	22--32	4	0727-0	2	7	2113	1922	191
3	22--33	4	0769-0	1		2237	2076	159
3	22--34	4	0769-0	1		2272	2048	147
3	22--35	4	0769-0	1		2272	2076	147
3	22--36	4	0769-0	1		2272	2076	147

SELLING

MODEL NO.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	23--05	4	0727-0	33				
3	23--06	4	0527-0	1				
3	23--07	4	0727-0	34	7	1879	1729	150
3	23--08	4	1837-0	1				
3	23--09	4	0727-0	1		2679	2589	90
3	23--10	4	0769-0	1		2040	1916	124
3	23--11	4	1837-0	1		2168	2069	99
3	24--01	5	0727-0	2	10	2840	2745	95
3	24--02	5	1837-0	1		2175	2057	118
3	24--03	5	1837-0	1		2681	2517	164
3	24--04	5	1867-0	1		3357	3178	179
3	24--05	5	1837-0	1		2731	2496	235
3	24--06	5	1837-0	1		2900	2691	209
3	24--07	5	1111-0	1		2278	2168	110
3	24--08	5	1837-0	1		2844	2629	215
3	24--09	5	1119-0	33				
3	24--10	5	1115-0	1		2360	2244	116
3	24--11	5	1737-0	33				
3	24--12	5	1635-0	1		2835	2634	201
3	24--13	5	1867-0	1		2920	2737	183
3	24--14	5	1837-0	1		2922	2754	168
3	24--15	5	1235-0	1		2663	2549	114
3	24--16	5	1837-0	1		2798	2580	218
3	24--17	5	1235-0	33				
3	24--18	5	1211-0	1		2359	2214	145
3	24--19	5	1837-0	1		2792	2673	119
3	24--20	5	0867-0	1		3645	3355	290
3	24--21	5	1867-0	1		3231	2948	283
3	24--22	5	1837-0	1		2781	2670	111
3	24--23	5	1639-0	1		2592	2502	91
3	24--24	5	1837-0	1		2613	2528	85
3	24--25	5	1867-0	33				
3	24--26	5	1839-0	1		2830	2612	218
3	24--26	5	1839-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[fol. 1564]

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	24--27	5	1837-0	34	11	2220	2078	142
3	24--28	5	0769-0	1		2117	2037	80
3	24--29	5	0769-0	2	10	2054	1965	89
3	24--30	5	0727-0	2	10	2154	1905	249
3	24--31	5	0727-0	1		2394	2295	99
3	24--32	5	1611-0	1		2326	2220	106
3	25--01	5	1511-0	2	6	2603	2486	117
3	25--02	5	1837-0	1		2708	2601	107
3	25--03	5	1837-0	1				
3	25--04	5	1837-0	33		3176	2963	213
3	25--05	5	1835-0	1				
3	25--06	5	1835-0	33		2888	2620	268
3	25--07	5	1837-0	1				
3	25--08	5	1837-0	33				
3	25--09	5	1739-0	35				
3	25--10	5	1111-0	1		2450	2234	216
3	25--11	5	1837-0	34	7			
3	25--12	5	0727-0	1		2170	1959	211
3	25--13	5	1635-0	34	12			
3	25--14	5	0867-0	35				
3	25--15	5	1635-0	1				
3	25--16	5	1511-0	1		2837	2610	227
3	25--17	5	0727-0	1		2206	2054	152
3	25--18	5	1211-0	1		2201	2051	150
3	25--19	5	1837-0	1		2309	2214	95
3	25--20	5	1635-0	1		2693	2537	156
3	25--21	5	1837-0	1		3072	2845	227
3	25--22	5	1837-0	1		2652	2495	157
3	25--23	5	0769-0	33		2201	2017	184
3	25--24	5	1839-0	35				
3	25--25	5	1837-0	35				
3	25--26	5	1837-0	35				
3	25--27	5	1837-0	35				
3	25--28	5	1837-0	35				
3	25--29	5	1837-0	35				
3	25--30	5	1837-0	35				
3	25--31	5	1837-0	35				
3	25--32	5	1837-0	35				
3	25--33	5	1837-0	35				
3	25--34	5	1837-0	35				
3	25--35	5	1837-0	35				
3	25--36	5	1837-0	35				
3	25--37	5	1837-0	35				
3	25--38	5	1837-0	35				
3	25--39	5	1837-0	35				
3	25--40	5	1837-0	35				
3	25--41	5	1837-0	35				
3	25--42	5	1837-0	35				
3	25--43	5	1837-0	35				
3	25--44	5	1837-0	35				
3	25--45	5	1837-0	35				
3	25--46	5	1837-0	35				
3	25--47	5	1837-0	35				
3	25--48	5	1837-0	35				
3	25--49	5	1837-0	35				
3	25--50	5	1837-0	35				
3	25--51	5	1837-0	35				
3	25--52	5	1837-0	35				
3	25--53	5	1837-0	35				
3	25--54	5	1837-0	35				
3	25--55	5	1837-0	35				
3	25--56	5	1837-0	35				
3	25--57	5	1837-0	35				
3	25--58	5	1837-0	35				
3	25--59	5	1837-0	35				
3	25--60	5	1837-0	35				
3	25--61	5	1837-0	35				
3	25--62	5	1837-0	35				
3	25--63	5	1837-0	35				
3	25--64	5	1837-0	35				
3	25--65	5	1837-0	35				
3	25--66	5	1837-0	35				
3	25--67	5	1837-0	35				
3	25--68	5	1837-0	35				
3	25--69	5	1837-0	35				
3	25--70	5	1837-0	35				
3	25--71	5	1837-0	35				
3	25--72	5	1837-0	35				
3	25--73	5	1837-0	35				
3	25--74	5	1837-0	35				
3	25--75	5	1837-0	35				
3	25--76	5	1837-0	35				
3	25--77	5	1837-0	35				
3	25--78	5	1837-0	35				
3	25--79	5	1837-0	35				
3	25--80	5	1837-0	35				
3	25--81	5	1837-0	35				
3	25--82	5	1837-0	35				
3	25--83	5	1837-0	35				
3	25--84	5	1837-0	35				
3	25--85	5	1837-0	35				
3	25--86	5	1837-0	35				
3	25--87	5	1837-0	35				
3	25--88	5	1837-0	35				
3	25--89	5	1837-0	35				
3	25--90	5	1837-0	35				
3	25--91	5	1837-0	35				
3	25--92	5	1837-0	35				
3	25--93	5	1837-0	35				
3	25--94	5	1837-0	35				
3	25--95	5	1837-0	35				
3	25--96	5	1837-0	35				
3	25--97	5	1837-0	35				
3	25--98	5	1837-0	35				
3	25--99	5	1837-0	35				
3	25--100	5	1837-0	35				

SELLING

MODEL NO.

DEALER NO.	PG.	LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	25--29	5	1119-0	34	11	2803	2599	204	
3	25--30	5	1235-0	2	11	3125	2911	214	
3	25--31	5	1867-0	1		2511	2349	162	
3	25--32	5	1719-0	1		2659	2566	93	
3	26--01	5	1837-0	1		2563	2344	219	
3	26--02	5	1619-0	1		2886	2653	233	
3	26--03	5	1837-0	1		2528	2499	29	
3	26--04	5	1135-0	2	11	2929	2771	158	
3	26--05	5	1635-0	1		2931	2715	216	
3	26--06	5	1837-0	2	7	2833	2665	168	
3	26--07	5	1839-0	1		2682	2496	186	
3	26--08	5	1837-0	2	11	3125	2958	167	
3	26--09	5	1837-0	1		3207	3001	206	
3	26--10	5	1819-0	1		3577	3457	120	
3	26--11	5	1645-0	1		2467	2252	215	
3	26--12	5	1211-0	1		2866	2642	224	
3	26--13	5	1839-0	1		2831	2558	273	
3	26--14	5	1735-0	2	7				
3	26--15	5	1235-0	33					
3	26--16	5	1839-0	33					
3	26--17	5	1611-0	1		2420	2218	202	
3	26--18	5	0727-0	1		2086	2013	73	
3	26--19	5	0727-0	1		2099	1874	225	
3	26--20	5	0727-0	1		2187	2015	172	
3	26--21	5	0727-0	2	11	2171	2009	162	
3	26--22	5	0727-0	1		2191	2030	161	
3	26--23	5	1839-0	33					
3	26--24	5	0569-0	1		1994	1939	55	
3	26--25	5	0769-0	1		2132	2053	79	
3	26--26	5	0727-0	33					
3	26--27	5	0769-0	1		2156	2078	78	
3	26--28	5	1839-0	1		2749	2584	165	
3	26--29	5	1837-0	1		3022	2652	370	

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	26--30	5	0867-0	1		4048	3947	101
3	26--31	5	1111-0	1		2046	1921	125
3	26--32	5	1837-0	1		2812	2610	202
3	27--01	5	1635-0	1		3066	2831	235
3	27--02	5	1839-0	1		2844	2740	104
3	27--03	5	1111-0	1		2245	2099	146
3	27--04	5	0527-0	1		2065	1981	84
3	27--05	5	0769-0	33				
3	27--06	5	1837-0	1		2755	2664	91
3	27--07	5	1867-0	1		2968	2867	101
3	27--08	5	1111-0	2	11	2290	2093	197
3	27--09	5	1837-0	1		2713	2627	86
3	27--10	5	1837-0	1		2884	2607	277
3	27--11	5	1235-0	1		2547	2453	94
3	27--12	5	1837-0	1		2817	2608	209
3	27--13	5	1635-0	1		2981	2768	213
3	27--14	5	1837-0	1		2996	2740	256
3	27--15	5	1867-0	2	11	3282	2975	307
3	27--16	5	1519-0	1		2333	2116	217
3	27--17	5	1837-0	1		2960	2740	220
3	27--18	5	1645-0	1		2971	2740	231
3	27--19	5	0769-0	1		2229	2079	150
3	27--20	5	0727-0	1		2103	1904	199
3	27--21	5	1619-0	1		2618	2459	159
3	27--22	5	1867-0	2	10	3065	2886	179
3	27--23	5	1837-0	1		2951	2753	198
3	27--24	5	0769-0	1		2285	2076	209
3	27--25	5	0727-0	1		2145	2043	102
3	27--26	5	1839-0	1		3277	2980	297
3	27--27	5	1619-0	1		2842	2635	207
3	27--28	5	1737-0	35				
3	27--29	5	1635-0	1		3103	2820	283
3	27--30	5	1635-0	1		3103	2820	283

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	27--31	5	0727-0	33				
3	27--32	5	1839-0	1		2872	2606	266
3	28--01	5	1511-0	34	11			
3	28--02	5	0569-0	1		2061	1859	202
3	28--03	5	1645-0	32				
3	28--04	5	1839-0	1		3272	3052	220
3	28--05	5	0727-0	1		2220	2043	177
3	28--06	5	0727-0	1		2096	2018	78
3	28--07	5	0727-0	33				
3	28--08	5	0527-0	1		2034	1914	120
3	28--09	5	0727-0	1		2104	2009	95
3	28--10	5	0867-0	34	11			
3	28--11	5	0769-0	1		2155	1962	193
3	28--12	5	0769-0	1		2184	2053	131
3	28--13	5	1511-0	1		2306	2214	92
3	28--14	5	1219-0	2	11			
3	28--15	5	1837-0	1		2336	2176	160
3	28--16	5	1619-0	1	11	2722	2551	171
3	28--17	5	1219-0	2	11	2414	2250	164
3	28--18	5	0769-0	2		2200	2035	165
3	28--19	5	0569-0	1		2151	2067	84
3	28--20	5	0727-0	1		2014	1865	149
3	28--21	5	0727-0	1		2150	2026	124
3	28--22	5	0867-0	33		2192	2057	135
3	28--23	5	1111-0	1				
3	28--24	5	1111-0	1		2258	2144	114
3	28--25	5	1635-0	33		2227	2104	123
3	28--26	5	0867-0	1				
3	28--27	5	1839-0	1		3932	3694	238
3	28--28	5	1519-0	1		2917	2709	208
3	28--29	5	0727-0	1		2614	2406	208
3	28--30	5	1737-0	34	11	2151	2057	94
3	28--31	5	1837-0	33				

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	28--32	5	1839-0	35				
3	29--01	5	1645-0	35			2672	273
3	29--02	5	1839-0	1		2945	2440	223
3	29--03	5	1619-0	1		2663	2559	221
3	29--04	5	1837-0	1		2780	2524	92
3	29--05	5	1837-0	1		2616	1914	227
3	29--06	5	0727-0	1		2141	2006	213
3	29--07	5	0727-0	1		2219	2056	290
3	29--08	5	0769-0	1		2346	2724	378
3	29--09	5	1837-0	1		3102		
3	29--10	5	1735-0	33				
3	29--11	5	1719-0	1		2435	2204	231
3	29--12	5	1839-0	1		2784	2677	107
3	29--13	5	1839-0	1		3047	2810	237
3	29--14	5	1645-0	1		3576	3322	254
3	29--15	5	1619-0	1		2480	2388	92
3	29--16	5	1839-0	35				
3	29--17	5	1837-0	35				
3	30--01	6	1867-0	2	10	2806	2705	101
3	30--02	6	1837-0	1		2691	2567	124
3	30--03	6	1611-0	1		2666	2488	178
3	30--04	6	1837-0	1		2488	2380	108
3	30--05	6	1837-0	2	10	2694	2595	99
3	30--06	6	0769-0	1		2197	2101	96
3	30--07	6	0727-0	1		2035	1832	203
3	30--08	6	0727-0	1		2155	2005	150
3	30--09	6	0927-0	1		2664	2169	495
3	30--10	6	1839-0	1		2905	2633	272
3	30--11	6	1635-0	1		2966	2726	240
3	30--12	6	1837-0	33				
3	30--13	6	0769-0	1		2218	2078	140
3	30--14	6	1835-0	1		3340	3232	108
3	30--15	6	1637-0	1		2987	2791	196

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	30--16	6	1111-0	1		2210	2090	120
3	30--17	6	0769-0	1		2386	2101	285
3	30--18	6	1235-0	1		2605	2512	93
3	30--19	6	0727-0	1		2198	2040	158
3	30--20	6	0769-0	1		2185	2078	107
3	30--21	6	1619-0	1		2542	2417	125
3	30--22	6	0727-0	1		2106	2009	97
3	30--23	6	1837-0	2	11	2873	2694	179
3	30--24	6	1645-0	2	7	2936	2805	131
3	30--25	6	1215-0	2	11	2632	2478	154
3	30--26	6	0769-0	1		2173	2088	85
3	30--27	6	0769-0	1		2228	2056	172
3	30--28	6	0769-0	1		2181	1964	217
3	30--29	6	0769-0	2	7	2127	1942	185
3	30--30	6	0727-0	2	7	2234	2009	225
3	30--31	6	0727-0	33				
3	30--32	6	0769-0	33				
3	31--01	6	1837-0	35				
3	31--02	6	1837-0	2	11	3017	2668	349
3	31--03	6	1837-0	35				
3	31--04	6	1835-0	2	11	3013	2821	192
3	31--05	6	1839-0	1		3142	3037	105
3	31--06	6	1837-0	1		3231	2810	421
3	31--07	6	1645-0	33				
3	31--08	6	0727-0	1		2125	2048	77
3	31--09	6	0769-0	1		2161	2036	125
3	31--10	6	0727-0	1		1877	1766	111
3	31--11	6	0769-0	1		2229	2092	137
3	31--12	6	1535-0	1		2745	2547	198
3	31--13	6	1519-0	1		2441	2255	186
3	31--14	6	1611-0	1		2549	2400	149
3	31--15	6	1635-0	1		2822	2716	106
3	31--16	6	1235-0	1		2594	2472	122

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	31--17	6	1635-0	2	7	2857	2683	174
3	31--18	6	1837-0	1		2899	2733	166
3	31--19	6	1835-0	33				
3	31--20	6	1837-0	33				
3	31--21	6	0867-0	1		3718	3492	226
3	31--22	6	1119-0	1		2685	2139	546
3	31--23	6	1635-0	1		2951	2748	203
3	31--25	6	0769-0	1		2127	2001	126
3	31--26	6	0569-0	1		2200	1998	202
3	31--27	6	0769-0	1		2257	2078	179
3	31--28	6	0769-0	1		2166	2075	91
3	31--29	6	0727-0	1		2104	1959	145
3	31--30	6	1837-0	1		2815	2662	153
3	31--31	6	1135-0	1		2654	2452	202
3	31--32	6	1111-0	1		2073	1947	126
3	32--01	6	1221-0	1		2105	1900	205
3	32--02	6	1535-0	1		2662	2531	131
3	32--03	6	1837-0	1		2794	2650	144
3	32--04	6	1837-0	35				
3	32--05	6	1839-0	33				
3	32--06	6	1119-0	1		2203	2011	192
3	32--07	6	1635-0	33				
3	32--08	6	1835-0	1		3158	2942	216
3	32--09	6	1867-0	1		3111	2906	205
3	32--10	6	1619-0	35				
3	32--11	6	1839-0	33				
3	32--12	6	1839-0	1		3368	3110	258
3	32--13	6	1539-0	33				
3	32--14	6	1837-0	33				
3	32--15	6	0769-0	32				
3	32--16	6	0769-0	1		2079	1987	92
3	32--17	6	0769-0	1		1949	1864	85
3	32--18	6	0527-0	33		2051	1980	71

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	32--19	6	0727-0	1		2175	2031	144
3	32--20	6	0727-0	1		2107	1965	142
3	32--21	6	0927-0	1		2424	2186	238
3	32--22	6	1837-0	1		2930	2690	240
3	32--23	6	1839-0	1		2791	2698	93
3	32--24	6	1645-0	1		3119	2941	178
3	32--25	6	1739-0	1		2661	2572	89
3	32--26	6	1837-0	1		2886	2749	137
3	32--27	6	1235-0	1		2792	2620	172
3	32--28	6	1635-0	1		2942	2750	192
3	32--30	6	0527-0	1		2063	1959	104
3	32--31	6	0727-0	35				
3	32--32	6	0727-0	1		2152	1991	161
3	33--01	6	0727-0	1		2219	2000	219
3	33--02	6	1835-0	35				
3	33--03	6	1837-0	1		2773	2625	148
3	33--04	6	1837-0	35				
3	33--05	6	1135-0	2	7	2437	2224	213
3	33--06	6	1645-0	2	7	2989	2885	104
3	33--07	6	1837-0	1		2859	2653	206
3	33--08	6	1839-0	1		2720	2627	93
3	33--09	6	1837-0	1		2660	2574	86
3	33--10	6	1837-0	1		2730	2552	178
3	33--11	6	1867-0	1		2959	2830	129
3	33--12	6	1739-0	1		2582	2476	106
3	33--13	6	1739-0	1		2605	2447	158
3	33--14	6	1837-0	1		2836	2625	211
3	33--15	6	1111-0	1		2376	2257	119
3	33--16	6	1837-0	1		2830	2665	165
3	33--17	6	1119-0	2	7	2284	2099	185
3	33--18	6	1635-0	35				
3	33--20	6	1839-0	1		2789	2673	116
3	33--23	6	0927-0	1		2489	2165	324

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	33--24	6	0727-0	1		2074	1888	186
3	33--25	6	1635-0	2	11	2771	2609	162
3	33--26	6	1115-0	1		2345	2180	165
3	33--27	6	1837-0	1		2999	2878	121
3	33--28	6	1619-0	1		2624	2409	215
3	33--29	6	1839-0	1		3085	2810	275
3	33--31	6	0927-0	1		2351	2098	253
3	33--32	6	0927-0	1		2353	2147	206
3	34--01	6	0727-0	1		2114	1976	138
3	34--02	6	0769-0	1		2241	2037	204
3	34--03	6	0927-0	1		2430	2056	374
3	34--04	6	1235-0	1		2830	2581	249
3	34--05	6	1737-0	35				
3	34--06	6	1635-0	1		2672	2557	115
3	34--07	6	1837-0	1		3087	2994	93
3	34--08	6	1839-0	34	7			
3	34--09	6	1635-0	1		2780	2590	190
3	34--10	6	0769-0	1		2012	1937	75
3	34--12	6	0569-0	1		2333	1959	374
3	34--13	6	1837-0	34	11			
3	34--15	6	1837-0	1		2809	2665	144
3	34--16	6	1635-0	1		2874	2609	265
3	34--17	6	1837-0	1		2931	2723	208
3	34--18	6	1867-0	1		2992	2850	142
3	34--19	6	1835-0	1		3119	2942	177
3	34--20	6	1739-0	2	11	2733	2537	196
3	34--21	6	1837-0	1		2873	2670	203
3	34--22	6	1837-0	2	7	2824	2610	214
3	34--23	6	1635-0	2	7	2892	2756	136
3	34--24	6	1119-0	34	11			
3	34--25	6	1837-0	1		3331	2945	366
3	34--26	6	0727-0	1		2008	1875	133
3	34--27	6	0927-0	1		2363	2161	182

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NET
SELLING
PRICE
TO
CUSTOMERMODEL NO.
AND
YEAR

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	34--28	6	1635-0	1		2952	2730	222
3	34--29	6	1767-0	33				
3	34--30	6	0927-0	1		2359	2074	285
3	34--31	6	1835-0	1		3092	2924	168
3	34--32	6	1135-0	1		2385	2245	140
3	35--01	6	1819-0	2	7	2814	2608	206
3	35--02	6	1619-0	1		2640	2402	238
3	35--03	6	1839-0	1		2608	2473	135
3	35--04	6	1235-0	2	7	2690	2500	190
3	35--05	6	1867-0	1		3102	2926	176
3	35--06	6	1219-0	1		2417	2296	121
3	35--07	6	1611-0	2	7	2497	2301	196
3	35--08	6	1837-0	1		2882	2676	206
3	35--09	6	1635-0	2	7	2865	2610	255
3	35--10	6	1835-0	2	11	3032	2873	159
3	35--11	6	1835-0	35				
3	35--12	6	0927-0	1		2333	2059	274
3	35--13	6	1135-0	1		2588	2411	177
3	35--14	6	1119-0	1		2071	1976	95
3	35--15	6	1645-0	1		3010	2835	175
3	35--16	6	1619-0	33				
3	35--17	6	1635-0	1		2874	2685	189
3	35--18	6	1119-0	34	11			
3	35--19	6	1235-0	2				
3	35--20	6	1645-0	1	7	2697	2534	163
3	35--21	6	1837-0	2		3038	2846	192
3	35--23	6	0867-0	1	7	3084	2855	209
3	36--01	7	1837-0	1		3601	3488	113
3	36--02	7	1135-0	1		2791	2670	121
3	36--03	7	0569-0	1		2567	2352	215
3	36--04	7	0727-0	1		2076	1979	97
3	36--05	7	1739-0	1		2258	2063	195
3	36--06	7	1619-0	1		2625	2543	82
						2765	2686	79

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	36--07	7	1819-0	1		2738	2573	165
3	36--08	7	1837-0	33				
3	36--09	7	1839-0	1		2757	2649	108
3	36--10	7	0727-0	1		2145	1996	149
3	36--11	7	0927-0	1		2358	2190	168
3	36--12	7	0927-0	1		2423	2171	252
3	36--13	7	0769-0	1		2271	2065	206
3	36--14	7	0727-0	1		2131	2048	83
3	36--15	7	0727-0	1		2128	2026	102
3	36--16	7	0769-0	1		2294	2087	207
3	36--17	7	0927-0	1		2553	2157	396
3	36--18	7	1835-0	1		3256	3050	206
3	36--19	7	1835-0	1		3335	3070	265
3	36--20	7	1839-0	32				
3	36--21	7	1839-0	1		3399	3268	131
3	36--22	7	1111-0	1		2290	2071	219
3	36--23	7	1837-0	2	11	2744	2594	150
3	36--24	7	0867-0	1		3470	3389	81
3	36--25	7	0927-0	1		2494	2171	323
3	36--28	7	1635-0	1		2928	2713	215
3	36--29	7	1837-0	1		2792	2605	187
3	36--30	7	1835-0	1		3171	3049	122
3	36--31	7	1837-0	1		2779	2619	160
3	36--32	7	0867-0	2		3801	3551	250
3	37--01	7	1837-0	1	7	2810	2673	137
3	37--02	7	1119-0	1		2107	1999	108
3	37--03	7	1111-0	1		2190	2070	120
3	37--04	7	1837-0	1		2684	2592	92
3	37--05	7	1519-0	1		2310	2223	87
3	37--06	7	0769-0	1		2281	2061	220
3	37--07	7	0527-0	1		2044	1927	117
3	37--08	7	0527-0	1		2123	1923	210
3	37--09	7	0527-0	1		2123	1923	210
3	37--10	7	0527-0	1		2123	1923	210

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	37--10	7	0769-0	1		2224	2115	109
3	37--11	7	1837-0	1		2890	2686	204
3	37--12	7	1837-0	1		3430	3221	209
3	37--13	7	0867-0	1		5597	3316	281
3	37--14	7	1837-0	1		2762	2666	96
3	37--15	7	1837-0	1		2824	2602	222
3	37--16	7	0727-0	1		2105	1950	155
3	37--17	7	0727-0	1		2198	2048	150
3	37--18	7	0527-0	1		2106	1974	132
3	37--19	7	0927-0	1		2489	2057	432
3	37--20	7	0769-0	1	7	2159	2011	148
3	37--21	7	1635-0	2		2966	2801	165
3	37--22	7	1135-0	1		2680	2472	208
3	37--23	7	1839-0	2	11	2903	2769	134
3	37--24	7	1519-0	1		2200	2064	136
3	37--25	7	1835-0	1		3195	3048	147
3	37--26	7	0927-0	1		2706	2205	501
3	37--27	7	1837-0	1		2727	2499	228
3	37--28	7	1635-0	1		2920	2799	121
3	37--29	7	1511-0	2	10	2416	2321	95
3	37--30	7	0867-0	1		4084	3913	171
3	37--31	7	1837-0	1		2949	2679	270
3	37--32	7	1635-0	1		2745	2592	153
3	38--01	7	1219-0	1		2371	2273	98
3	38--02	7	1645-0	33				
3	38--03	7	1839-0	1		2777	2679	98
3	38--04	7	1837-0	35				
3	38--05	7	1837-0	1		2792	2678	114
3	38--06	7	0769-0	1		2157	2078	79
3	38--07	7	0769-0	1		2225	2067	158
3	38--08	7	0769-0	1		2266	2076	190
3	38--09	7	0569-0	1		2196	2065	131
3	38--10	7	0927-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	38--11	7	0569-0	1		1837	1757	80
3	38--12	7	1839-0	32				79
3	38--13	7	0727-0	1		2127	2048	227
3	38--14	7	1837-0	2	7	2828	2601	217
3	38--15	7	1119-0	2	7	2431	2214	149
3	38--16	7	1137-0	1		2857	2708	94
3	38--17	7	0727-0	1		2138	2044	125
3	38--18	7	0769-0	1		2187	2062	
3	38--19	7	0727-0	33				
3	38--20	7	1867-0	33				
3	38--21	7	1119-0	35				
3	38--22	7	1519-0	33				
3	38--23	7	1111-0	33				
3	38--24	7	1867-0	1				
3	38--25	7	1839-0	1		3107	2987	120
3	38--26	7	1645-0	33		3150	3062	88
3	38--27	7	1111-0	1		2260	2113	147
3	38--28	7	1837-0	34	11			
3	38--29	7	1839-0	32				
3	38--30	7	1219-0	2	7	2253	2041	212
3	38--31	7	1635-0	33				
3	38--32	7	1837-0	1		2788	2569	219
3	39--01	7	1839-0	1		2686	2579	107
3	39--02	7	0927-0	2	7	2372	2207	165
3	39--03	7	0927-0	1		2544	2197	347
3	39--04	7	0769-0	33				
3	39--05	7	0927-0	33				
3	39--06	7	0527-0	1	10	2054	1941	113
3	39--07	7	0727-0	2		2093	1961	132
3	39--08	7	0927-0	1		2428	2074	354
3	39--09	7	0927-0	2		2253	2057	199
3	39--10	7	0927-0	1	7	2343	2184	214
3	39--11	7	0927-0	2		2500	2000	324

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR.	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	39--12	7	1839-0	2	11	2740	2543	197
3	39--13	7	1135-0	34	11			
3	39--14	7	1235-0	34	11			
3	39--15	7	0927-0	33				
3	39--16	7	0727-0	1		1954	1882	72
3	39--17	7	0727-0	1		2077	1995	82
3	39--18	7	0927-0	1		2543	2221	322
3	39--19	7	0727-0	1		2106	1907	199
3	39--20	7	0727-0	1		2126	2023	103
3	39--21	7	0527-0	1		2003	1899	104
3	39--22	7	0727-0	1		2024	1884	140
3	39--24	7	1235-0	1		2794	2597	197
3	39--25	7	1235-0	33				
3	39--26	7	1867-0	1		3560	3245	315
3	39--27	7	1211-0	2	7	2275	2046	229
3	39--29	7	1115-0	2	7	2385	2205	180
3	39--30	7	1839-0	32				
3	39--31	7	1135-0	1		2390	2256	134
3	39--32	7	1519-0	33				
3	40--01	7	0867-0	33				
3	40--02	7	1839-0	34				
3	40--03	7	0867-0	1	11	3615	3488	127
3	41--01	8	0727-0	1		2232	2057	175
3	41--02	8	0727-0	1		2054	1943	111
3	41--03	8	0727-0	1		2017	1877	140
3	41--04	8	0769-0	1		2264	2059	205
3	41--05	8	0769-0	1		2215	2067	148
3	41--06	8	0769-0	1		2600	2096	504
3	41--07	8	0769-0	1		2213	2078	135
3	41--08	8	0867-0	1		3740	3564	176
3	41--09	8	0927-0	1		2504	2165	339
3	41--10	8	0927-0	1		2509	2192	317
3	41--11	8	1111-0	1		2220	2113	107

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	41--13	8	1111-0	1		2080	1932	148
3	41--15	8	1511-0	1		2216	2127	89
3	41--16	8	1535-0	1		2838	2548	290
3	41--18	8	1635-0	1		2891	2730	161
3	41--19	8	1837-0	1		2447	2443	4
3	41--20	8	1837-0	33				
3	41--21	8	1837-0	1		2660	2534	126
3	41--22	8	1837-0	1		2663	2496	167
3	41--23	8	1837-0	1		2796	2618	178
3	41--24	8	1839-0	33				
3	41--25	8	1839-0	33				
3	41--26	8	0727-0	1		2124	2048	76
3	41--27	8	0727-0	1		2029	1927	102
3	41--28	8	0727-0	1		2176	2048	128
3	41--29	8	0927-0	1		2502	2218	284
3	41--30	8	0927-0	1		2599	2191	408
3	41--31	8	0927-0	1		2425	2169	256
3	41--32	8	1235-0	35				
3	42--01	8	1537-0	1		2490	2336	154
3	42--02	8	1635-0	1		2931	2721	210
3	42--03	8	1635-0	1		2852	2714	138
3	42--04	8	1837-0	34	11			
3	42--05	8	1837-0	1		2733	2624	109
3	42--06	8	1837-0	1		2644	2455	189
3	42--07	8	1837-0	33				
3	42--08	8	1837-0	1		2678	2520	158
3	42--09	8	1839-0	33				
3	42--10	8	1839-0	1		2753	2674	79
3	42--11	8	0927-0	1	11	2475	2157	318
3	42--12	8	0727-0	2		2178	2058	120
3	42--13	8	0769-0	1		2188	2078	110
3	42--14	8	0727-0	1		1983	1925	58
3	42--15	8	0927-0	2	7	2456	2171	265

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	42--16	8	0927-0	1		2385	2059	326
3	42--17	8	0927-0	1		2509	2146	363
3	42--18	8	0927-0	33				
3	42--19	8	0527-0	2	7	2146	1852	294
3	42--20	8	1837-0	1		2747	2613	134
3	42--21	8	1511-0	1		2278	2078	200
3	42--22	8	1519-0	1		2374	2182	192
3	42--23	8	1839-0	2	7	3284	3078	206
3	42--24	8	0867-0	1		3582	3397	185
3	42--25	8	1111-0	2	11	2239	2105	134
3	42--26	8	1739-0	1		2752	2534	218
3	42--27	8	1839-0	1		3029	2800	229
3	42--28	8	1835-0	1		3028	2820	208
3	42--29	8	1837-0	1		2777	2608	169
3	42--30	8	0867-0	1		3607	3351	256
3	42--31	8	1839-0	2	11	2779	2556	223
3	42--32	8	1637-0	33				
3	43--01	8	0927-0	1		2500	2074	426
3	43--02	8	0727-0	1		2021	1901	120
3	43--03	8	0727-0	1		2288	2031	257
3	43--05	8	0927-0	33				
3	43--06	8	0727-0	33				
3	43--08	8	0727-0	1		2517	2043	474
3	43--09	8	0569-0	33				
3	43--10	8	1837-0	1		2560	2336	224
3	43--11	8	1645-0	1		2831	2672	159
3	43--12	8	1837-0	33				
3	43--13	8	1519-0	1		2229	2113	116
3	43--14	8	1839-0	1		2810	2673	137
3	43--15	8	1837-0	1		2555	2388	167
3	43--16	8	1837-0	33				
3	43--18	8	1737-0	34	7	2901	2560	341
3	43--19	8	1837-0	1				

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER
NO.

PG. - LINE NO.

MONTH
SOLDMODEL NO.
AND
YEARTYPE OF
SALE*OUTLET
NO.*NET
SELLING
PRICE TO
CUSTOMERDEALER
INVOICE

MARKUP

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3	43--21	8	0769-0	1		2232	2061	171
3	43--22	8	0527-0	1		2124	1960	164
3	43--23	8	0769-0	1		2051	1942	109
3	43--24	8	0727-0	33				
3	43--25	8	0927-0	1		2473	2154	319
3	43--26	8	0927-0	1		2316	2036	280
3	43--27	8	1645-0	33				
3	43--28	8	1839-0	1		2724	2586	138
3	43--29	8	1839-0	1		3335	3184	151
3	43--30	8	1635-0	1		3019	2838	181
3	43--31	8	1847-0	1		3029	2816	213
3	43--32	8	1837-0	1		2774	2546	228
3	44--01	8	1837-0	1		2783	2557	226
3	44--02	8	1837-0	1		2744	2585	159
3	44--03	8	1837-0	33				
3	44--04	8	1645-0	1		3295	3056	239
3	44--05	8	1114-0	1		2242	2153	89
3	44--06	8	0727-0	1		1948	1832	116
3	44--08	8	0727-0	1		2141	2026	115
3	44--09	8	0769-0	1		2199	2057	142
3	44--10	8	1837-0	1		2881	2688	193
3	44--11	8	0727-0	1		2003	1859	144
3	44--12	8	0927-0	33				
3	44--13	8	1839-0	1		3019	2899	120
3	44--14	8	1839-0	1		2816	2695	121
3	44--15	8	1837-0	1		2759	2668	91
3	44--16	8	1635-0	1		2845	2711	134
3	44--17	8	0769-0	2		2206	2061	145
3	44--18	8	1111-0	2		2261	2119	142
3	44--19	8	0769-0	1		2343	2189	154
3	44--20	8	0727-0	1		2170	2015	155
3	44--21	8	1835-0	33				
3	44--22	8	1211-0	1		2300	2207	93

7

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NET

1835-0 8 1211-0 1
 44-21 8 1211-0 1
 44-22 8 1211-0 1

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	44-23	8	1837-0	1		2712	2522	190
3	44-24	8	0727-0	33				
3	44-25	8	0727-0	1		2102	2023	79
3	44-26	8	0727-0	33				
3	44-27	8	0727-0	33				
3	44-29	8	1837-0	35				
3	44-30	8	1837-0	33				
3	44-31	8	1835-0	33				
3	44-32	8	1637-0	33				
3	45-01	8	1111-0	2	7	2150	1901	249
3	45-02	8	1645-0	33				
3	45-04	8	1111-0	1		2110	1982	128
3	45-05	8	1837-0	35				
3	45-06	8	1837-0	35				
3	45-07	8	1837-0	1		3314	3051	263
3	45-08	8	0727-0	1		2043	1900	143
3	45-09	8	0927-0	1		2356	2059	297
3	45-11	8	0769-0	1		2094	1959	135
3	45-14	8	0927-0	1		2533	2117	416
3	45-15	8	0727-0	33				
3	45-16	8	1837-0	1		2770	2665	105
3	45-17	8	1839-0	1		2709	2562	147
3	45-18	8	1111-0	1		2307	2160	147
3	45-19	8	1211-0	1		2594	2392	202
3	45-20	8	1839-0	1		2987	2838	149
3	45-21	8	1837-0	33				
3	45-22	8	1837-0	1		2841	2613	228
3	45-23	8	1115-0	1		2386	2260	126
3	45-24	8	0927-0	1		2476	2171	305
3	45-29	8	0769-0	34	11			
3	45-30	8	0769-0	1				
3	45-31	8	1619-0	35		2234	2053	181
3	45-32	8	1837-0	2	11	2831	2620	211

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

998

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	46--01	8	1837-0	33		2644	2548	96
3	46--02	8	1235-0	1	7	2381	2236	145
3	46--03	8	1511-0	2		2749	2536	213
3	46--04	8	1837-0	2	11	2385	2225	160
3	46--05	8	1737-0	1		2469	2157	312
3	46--06	8	0927-0	1		2754	2656	98
3	46--07	8	1837-0	2	10			
3	46--09	8	0769-0	33		2768	2637	131
3	46--10	8	1837-0	1		3240	3029	211
3	46--11	8	1835-0	1		2789	2566	223
3	46--12	8	1837-0	1		2050	1899	151
3	46--13	8	0727-0	1				
3	46--14	8	0727-0	33		2191	2059	132
3	46--15	8	0769-0	1		2504	2342	162
3	47--01	9	1519-0	1		3804	3631	173
3	47--02	9	0867-0	1		2550	2398	152
3	47--03	9	1619-0	1		2864	2657	207
3	47--04	9	1837-0	1		2858	2718	140
3	47--05	9	1837-0	1		2799	2656	143
3	47--06	9	1837-0	1				
3	47--07	9	1219-0	33				
3	47--08	9	1219-0	33		2793	2580	213
3	47--09	9	1837-0	1		3415	2972	443
3	47--10	9	1645-0	1		2825	2610	215
3	47--11	9	1235-0	1		2239	2069	170
3	47--12	9	0769-0	1		2041	1884	157
3	47--13	9	0727-0	1				
3	47--14	9	0727-0	33				
3	47--15	9	0769-0	33				
3	47--16	9	0769-0	1		2236	2076	160
3	47--17	9	0769-0	1		2277	2078	199
3	47--18	9	0727-0	1		1950	1852	98
3	47--19	9	0727-0	1		2354	2111	245

NET

47-18 47-19 47-20 47-21 47-22 47-23 47-24 47-25 47-26 47-27 47-28 47-29 47-30 47-31 47-32 47-33 47-34 47-35 47-36 47-37 47-38 47-39 47-40 47-41 47-42 47-43 47-44 47-45 47-46 47-47 47-48 47-49 47-50 47-51 47-52 47-53 47-54 47-55 47-56 47-57 47-58 47-59 47-60 47-61 47-62 47-63 47-64 47-65 47-66 47-67 47-68 47-69 47-70 47-71 47-72 47-73 47-74 47-75 47-76 47-77 47-78 47-79 47-80 47-81 47-82 47-83 47-84 47-85 47-86 47-87 47-88 47-89 47-90 47-91 47-92 47-93 47-94 47-95 47-96 47-97 47-98 47-99 47-100

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. - YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	47--20	9	0769-0	1		2270	2063	207
3	47--21	9	0727-0	2	11	2148	1993	155
3	47--22	9	0769-0	1		2246	2082	164
3	47--23	9	0727-0	33				
3	47--24	9	0769-0	1		2210	2076	134
3	47--26	9	1837-0	1		3027	2735	292
3	47--27	9	1837-0	1		3005	2733	272
3	47--28	9	1837-0	34	11			
3	47--29	9	1737-0	2	7	2495	2271	224
3	47--30	9	1819-0	1		2803	2607	196
3	47--32	9	1837-0	35				
3	48--01	9	1837-0	35				
3	48--02	9	0769-0	2	11	2265	2102	163
3	48--03	9	0769-0	1		2201	2087	114
3	48--04	9	0769-0	1		2202	2045	157
3	48--05	9	0927-0	1		2519	2041	478
3	48--06	9	0927-0	1		2477	2053	424
3	48--07	9	0727-0	1		2123	2060	63
3	48--08	9	0727-0	1		2138	2039	99
3	48--09	9	0569-0	33				
3	48--10	9	1235-0	1		2600	2482	118
3	48--11	9	1111-0	1		2251	2126	125
3	48--12	9	1837-0	1		2765	2623	142
3	48--13	9	1111-0	1		2418	2077	341
3	48--14	9	1839-0	1		2794	2687	107
3	48--15	9	1835-0	33				
3	48--16	9	1837-0	1		2782	2692	90
3	48--17	9	1837-0	1		2850	2551	299
3	48--18	9	1837-0	1		3300	3046	254
3	48--19	9	0769-0	33				
3	48--20	9	0769-0	1		2233	2054	179
3	48--21	9	1839-0	35				
3	48--22	9	1115-0	1		2415	2321	94

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	48--23	9	1839-0	33		2347	2259	88
3	48--24	9	1519-0	1		2640	2543	97
3	48--25	9	1235-0	1		2795	2630	165
3	48--28	9	1837-0	1		2160	1898	262
3	48--29	9	0727-0	1		2570	2302	268
3	48--30	9	0727-0	2	7	2571	2171	400
3	48--31	9	0927-0	1		2575	2157	418
3	48--32	9	0927-0	1		3496	3342	154
3	49--01	9	0867-0	1		2404	2253	151
3	49--02	9	1219-0	1		2890	2729	161
3	49--03	9	1867-0	1		2846	2622	224
3	49--04	9	1635-0	1		2703	2542	161
3	49--05	9	1839-0	1		2986	2791	195
3	49--06	9	1637-0	1		2415	2293	122
3	49--07	9	1135-0	1		2780	2542	238
3	49--08	9	1235-0	2	7	2210	2070	140
3	49--09	9	0769-0	1		2170	2034	136
3	49--12	9	0727-0	1		2276	2014	262
3	49--13	9	0769-0	1		2443	2272	171
3	49--14	9	1519-0	1		2784	2630	154
3	49--15	9	1837-0	1		3150	3058	92
3	49--16	9	1837-0	1		3233	3110	123
3	49--17	9	1839-0	1		2797	2648	149
3	49--18	9	1819-0	1		1961	1804	157
3	49--19	9	0727-0	2	7	2316	2190	126
3	49--20	9	1519-0	1		2279	2050	229
3	49--23	9	1119-0	1		3032	2859	173
3	49--24	9	1867-0	1		2233	2088	145
3	49--25	9	0769-0	1		1940	1863	77
3	49--26	9	0727-0	1		2720	2421	299
3	49--27	9	1611-0	1		2471	2306	145
3	49--28	9	1511-0	1		2930	2806	124
3	49--29	9	1635-0	1				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	49--30	9	1837-0	1		2832	2662	170
3	49--31	9	1645-0	1		3032	2873	159
3	49--32	9	0927-0	1		2457	2137	320
3	50--01	9	0927-0	1		2470	2168	302
3	50--02	9	0769-0	1		2297	2092	205
3	50--03	9	1837-0	1		2756	2554	202
3	50--04	9	1839-0	1		3356	3102	254
3	50--05	9	1837-0	1		2927	2635	292
3	50--06	9	0927-0	1		2480	2192	288
3	50--07	9	0927-0	1		2479	2157	322
3	50--08	9	0569-0	1		2065	2014	51
3	50--09	9	1211-0	35				
3	50--10	9	1119-0	2	11	2298	2159	139
3	50--11	9	1635-0	1		2858	2694	164
3	50--12	9	1635-0	1		3335	3180	155
3	50--13	9	1119-0	1		2363	2199	164
3	50--14	9	1837-0	1		2738	2647	91
3	50--15	9	0527-0	1		2152	1938	214
3	50--17	9	0769-0	2	11	2045	1968	77
3	50--18	9	0927-0	1		2452	2147	305
3	50--19	9	1819-0	33				
3	50--20	9	1635-0	1		2762	2652	110
3	50--21	9	1867-0	1		3119	2916	203
3	50--22	9	1135-0	1		2559	2468	91
3	50--23	9	1837-0	1		2792	2622	170
3	50--24	9	1635-0	1		2892	2747	145
3	50--25	9	1837-0	1		2751	2586	165
3	50--26	9	1837-0	1		2771	2667	104
3	50--27	9	1837-0	1		2725	2588	137
3	50A-01	10	0769-0	32				
3	50A-02	10	0769-0	1		2237	2085	152
3	50A-03	10	0727-0	1		2005	1863	142
3	50A-04	10	0769-0	1		2213	2049	164

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	50A-05	10	0769-0	1		2022	1952	70
3	50A-06	10	0727-0	1		2152	1928	224
3	50A-07	10	1835-0	33				
3	50A-08	10	1837-0	33				
3	50A-09	10	1837-0	1		2911	2628	283
3	50A-10	10	1839-0	1		2819	2704	115
3	50A-11	10	0927-1	1		2497	2193	304
3	50A-12	10	0769-0	31				
3	50A-13	10	1619-0	31				
3	50A-14	10	0769-0	31		2594	2186	408
3	50A-15	10	0727-0	31				
3	50A-16	10	0927-1	1				
3	50A-17	10	0769-1	33		2650	2179	471
3	50A-18	10	0927-1	1				
3	50A-19	10	1619-0	31				
3	50A-20	10	1111-0	31				
3	50A-21	10	0927-1	1				
3	50A-22	10	0769-0	31		2508	2179	329
3	50A-23	10	0569-1	1				
3	50A-24	10	0569-0	31		2113	1799	314
3	50A-25	10	0927-1	1				
3	50A-26	10	0727-1	1		2567	2186	381
3	50A-27	10	0927-1	1		2319	2038	281
3	50A-28	10	1835-1	1		2438	2176	262
3	50A-29	10	1619-0	1		3867	3013	854
3	50A-30	10	1619-0	31				
3	50A-31	10	1837-0	31				
3	50A-32	10	1839-1	33				
3	51-01	10	1867-1	33				
3	51-02	10	1119-0	31				
3	51-03	10	1839-1	1				
3	51-04	10	1609-1	1				
3	51-05	10	1609-1	1				
3	51-06	10	1609-1	1				
3	51-07	10	1609-1	1				
3	51-08	10	1609-1	1				
3	51-09	10	1609-1	1				
3	51-10	10	1609-1	1				
3	51-11	10	1609-1	1				
3	51-12	10	1609-1	1				
3	51-13	10	1609-1	1				
3	51-14	10	1609-1	1				
3	51-15	10	1609-1	1				
3	51-16	10	1609-1	1				
3	51-17	10	1609-1	1				
3	51-18	10	1609-1	1				
3	51-19	10	1609-1	1				
3	51-20	10	1609-1	1				
3	51-21	10	1609-1	1				
3	51-22	10	1609-1	1				
3	51-23	10	1609-1	1				
3	51-24	10	1609-1	1				
3	51-25	10	1609-1	1				
3	51-26	10	1609-1	1				
3	51-27	10	1609-1	1				
3	51-28	10	1609-1	1				
3	51-29	10	1609-1	1				
3	51-30	10	1609-1	1				
3	51-31	10	1609-1	1				
3	51-32	10	1609-1	1				
3	51-33	10	1609-1	1				
3	51-34	10	1609-1	1				
3	51-35	10	1609-1	1				
3	51-36	10	1609-1	1				
3	51-37	10	1609-1	1				
3	51-38	10	1609-1	1				
3	51-39	10	1609-1	1				
3	51-40	10	1609-1	1				
3	51-41	10	1609-1	1				
3	51-42	10	1609-1	1				
3	51-43	10	1609-1	1				
3	51-44	10	1609-1	1				
3	51-45	10	1609-1	1				
3	51-46	10	1609-1	1				
3	51-47	10	1609-1	1				
3	51-48	10	1609-1	1				
3	51-49	10	1609-1	1				
3	51-50	10	1609-1	1				
3	51-51	10	1609-1	1				
3	51-52	10	1609-1	1				
3	51-53	10	1609-1	1				
3	51-54	10	1609-1	1				
3	51-55	10	1609-1	1				
3	51-56	10	1609-1	1				
3	51-57	10	1609-1	1				
3	51-58	10	1609-1	1				
3	51-59	10	1609-1	1				
3	51-60	10	1609-1	1				
3	51-61	10	1609-1	1				
3	51-62	10	1609-1	1				
3	51-63	10	1609-1	1				
3	51-64	10	1609-1	1				
3	51-65	10	1609-1	1				
3	51-66	10	1609-1	1				
3	51-67	10	1609-1	1				
3	51-68	10	1609-1	1				
3	51-69	10	1609-1	1				
3	51-70	10	1609-1	1				
3	51-71	10	1609-1	1				
3	51-72	10	1609-1	1				
3	51-73	10	1609-1	1				
3	51-74	10	1609-1	1				
3	51-75	10	1609-1	1				
3	51-76	10	1609-1	1				
3	51-77	10	1609-1	1				
3	51-78	10	1609-1	1				
3	51-79	10	1609-1	1				
3	51-80	10	1609-1	1				
3	51-81	10	1609-1	1				
3	51-82	10	1609-1	1				
3	51-83	10	1609-1	1				
3	51-84	10	1609-1	1				
3	51-85	10	1609-1	1				
3	51-86	10	1609-1	1				
3	51-87	10	1609-1	1				
3	51-88	10	1609-1	1				
3	51-89	10	1609-1	1				
3	51-90	10	1609-1	1				
3	51-91	10	1609-1	1				
3	51-92	10	1609-1	1				
3	51-93	10	1609-1	1				
3	51-94	10	1609-1	1				
3	51-95	10	1609-1	1				
3	51-96	10	1609-1	1				
3	51-97	10	1609-1	1				
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3	51-100	10	1609-1	1				
3	51-101	10	1609-1	1				
3	51-102	10	1609-1	1				
3	51-103	10	1609-1	1				
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3	51-105	10	1609-1	1				
3	51-106	10	1609-1	1				
3	51-107	10	1609-1	1				
3	51-108	10	1609-1	1				
3	51-109	10	1609-1	1				
3	51-110	10	1609-1	1				
3	51-111	10	1609-1	1				
3	51-112	10	1609-1	1				
3	51-113	10	1609-1	1				
3	51-114	10	1609-1	1				
3	51-115	10	1609-1	1				
3	51-116	10	1609-1	1				
3	51-117	10	1609-1	1				
3	51-118	10	1609-1	1				
3	51-119	10	1609-1	1				
3	51-120	10	1609-1	1				
3	51-121	10	1609-1	1				
3	51-122	10	1609-1	1				
3	51-123	10	1609-1	1				
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3	51-125	10	1609-1	1				
3	51-126	10	1609-1	1				
3	51-127	10	1609-1	1				
3	51-128	10	1609-1	1				
3	51-129	10	1609-1	1				
3	51-130	10	1609-1	1				
3	51-131	10	1609-1	1				
3	51-132	10	1609-1	1				
3	51-133	10	1609-1	1				
3	51-134	10	1609-1	1				
3	51-135	10	1609-1	1				
3	51-136	10	1609-1	1				
3	51-137	10	1609-1	1				
3	51-138	10	1609-1	1				
3	51-139	10	1609-1	1				
3	51-140	10	1609-1	1				
3	51-141	10	1609-1	1				
3	51-142	10	1609-1	1				
3	51-143	10	1609-1	1				
3	51-144	10	1609-1	1				
3	51-145	10	1609-1	1				
3	51-146	10	1609-1	1				
3	51-147	10	1609-1	1				
3	51-148	10	1609-1	1				
3	51-149	10	1609-1	1				
3	51-150	10	1609-1	1				
3	51-151	10	1609-1	1				
3	51-152	10	1609-1	1				
3	51-153	10	1609-1	1				
3	51-154	10	1609-1	1				
3	51-155	10	1609-1	1				
3	51-156	10	1609-1	1				
3	51-157	10	1609-1	1				
3	51-158	10	1609-1	1				
3	51-159	10	1609-1	1				
3	51-160	10	1609-1	1				
3	51-161	10	1609-1	1				
3	51-162	10	1609-1	1				
3	51-163	10						

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER PRICE TO INVOICE	MARKUP
3	51--06	10	1839-0	31				
3	51--07	10	1635-0	31				
3	51--08	10	1837-0	31				
3	51--09	10	1845-1	1		3535	3054	481
3	51--10	10	0769-1	1		2371	2087	284
3	51--11	10	0769-0	31				
3	51--12	10	1635-0	31		3096	2745	351
3	51--13	10	1837-1	1				
3	51--14	10	1837-0	31				
3	51--15	10	1837-0	31				
3	51--16	10	1837-1	33				
3	51--17	10	1645-1	1		3117	2874	243
3	51--18	10	1837-1	33				
3	51--19	10	1837-1	1		3346	2779	567
3	51--20	10	1837-1	35				
3	51--21	10	0927-1	33				
3	51--22	10	0927-1	1		2486	2182	304
3	51--23	10	0727-1	33				
3	51--24	10	1637-0	31				
3	51--25	10	1837-1	33				
3	51--26	10	1837-1	33				
3	51--27	10	0769-1	1				
3	51--28	10	0927-1	1		2332	2060	272
3	51--29	10	0527-1	2	7	2592	2196	396
3	51--30	10	0769-1	1		2061	1803	258
3	51--31	10	0735-1	33		2289	2068	221
3	51--32	10	0569-0	31				
3	52--01	10	1837-1	34	7			
3	52--02	10	1135-1	2	7	2686	2426	260
3	52--03	10	1839-0	31				
3	52--04	10	1837-1	33				
3	52--05	10	1111-1	1		2421	1982	439
3	52--06	10	1837-1	2	7	2803	2542	261

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	52--07	10	1169-1	2	11	2318	2148	170
3	52--08	10	1111-1	2	7	2355	2120	235
3	52--09	10	1837-0	31				
3	52--10	10	1111-1	2	7	2244	1963	281
3	52--11	10	1669-1	1		2543	2348	195
3	52--12	10	1211-0	31				
3	52--13	10	1835-1	2	7	3152	2914	238
3	52--14	10	1837-0	31				
3	52--15	10	1837-1	1		2876	2643	233
3	52--17	10	0727-1	33				
3	52--18	10	0569-0	31		2790	2476	314
3	52--19	10	1669-1	1				
3	52--20	10	1837-0	31		3080	2904	176
3	52--21	10	1867-1	1				
3	52--22	10	1569-1	33				
3	52--23	10	1837-1	34	7	2270	2018	252
3	52--24	10	0727-1	1				
3	52--25	10	0769-0	31				
3	52--26	10	0927-1	1		2501	2210	291
3	52--27	10	0769-1	1		2427	2040	387
3	52--28	10	0727-1	33				
3	52--29	10	0727-1	33				
3	52--30	10	1669-1	1		2839	2459	380
3	52--31	10	1837-1	1		2774	2572	202
3	52--32	10	1111-1	1	7	2160	1963	197
3	53--02	10	1119-0	31		3206	2805	401
3	53--03	10	1635-1	1				
3	53--04	10	1837-0	31				
3	53--05	10	1839-0	31				
3	53--06	10	1135-1	1				
3	53--07	10	1839-1	33				
3	53--08	10	1411-0	31				
3	53--09	10	1411-0	31				
3	53--10	10	1411-0	31				
3	53--11	10	1411-0	31				
3	53--12	10	1411-0	31				
3	53--13	10	1411-0	31				
3	53--14	10	1411-0	31				
3	53--15	10	1411-0	31				
3	53--16	10	1411-0	31				
3	53--17	10	1411-0	31				
3	53--18	10	1411-0	31				
3	53--19	10	1411-0	31				
3	53--20	10	1411-0	31				
3	53--21	10	1411-0	31				
3	53--22	10	1411-0	31				
3	53--23	10	1411-0	31				
3	53--24	10	1411-0	31				
3	53--25	10	1411-0	31				
3	53--26	10	1411-0	31				
3	53--27	10	1411-0	31				
3	53--28	10	1411-0	31				
3	53--29	10	1411-0	31				
3	53--30	10	1411-0	31				
3	53--31	10	1411-0	31				
3	53--32	10	1411-0	31				
3	53--33	10	1411-0	31				
3	53--34	10	1411-0	31				
3	53--35	10	1411-0	31				
3	53--36	10	1411-0	31				
3	53--37	10	1411-0	31				
3	53--38	10	1411-0	31				
3	53--39	10	1411-0	31				
3	53--40	10	1411-0	31				
3	53--41	10	1411-0	31				
3	53--42	10	1411-0	31				
3	53--43	10	1411-0	31				
3	53--44	10	1411-0	31				
3	53--45	10	1411-0	31				
3	53--46	10	1411-0	31				
3	53--47	10	1411-0	31				
3	53--48	10	1411-0	31				
3	53--49	10	1411-0	31				
3	53--50	10	1411-0	31				
3	53--51	10	1411-0	31				
3	53--52	10	1411-0	31				
3	53--53	10	1411-0	31				
3	53--54	10	1411-0	31				
3	53--55	10	1411-0	31				
3	53--56	10	1411-0	31				
3	53--57	10	1411-0	31				
3	53--58	10	1411-0	31				
3	53--59	10	1411-0	31				
3	53--60	10	1411-0	31				
3	53--61	10	1411-0	31				
3	53--62	10	1411-0	31				
3	53--63	10	1411-0	31				
3	53--64	10	1411-0	31				
3	53--65	10	1411-0	31				
3	53--66	10	1411-0	31				
3	53--67	10	1411-0	31				
3	53--68	10	1411-0	31				
3	53--69	10	1411-0	31				
3	53--70	10	1411-0	31				
3	53--71	10	1411-0	31				
3	53--72	10	1411-0	31				
3	53--73	10	1411-0	31				
3	53--74	10	1411-0	31				
3	53--75	10	1411-0	31				
3	53--76	10	1411-0	31				
3	53--77	10	1411-0	31				
3	53--78	10	1411-0	31				
3	53--79	10	1411-0	31				
3	53--80	10	1411-0	31				
3	53--81	10	1411-0	31				
3	53--82	10	1411-0	31				
3	53--83	10	1411-0	31				
3	53--84	10	1411-0	31				
3	53--85	10	1411-0	31				
3	53--86	10	1411-0	31				
3	53--87	10	1411-0	31				
3	53--88	10	1411-0	31				
3	53--89	10	1411-0	31				
3	53--90	10	1411-0	31				
3	53--91	10	1411-0	31				
3	53--92	10	1411-0	31				
3	53--93	10	1411-0	31				
3	53--94	10	1411-0	31				
3	53--95	10	1411-0	31				
3	53--96	10	1411-0	31				
3	53--97	10	1411-0	31				
3	53--98	10	1411-0	31				
3	53--99	10	1411-0	31				
3	53--100	10	1411-0	31				
3	53--101	10	1411-0	31				
3	53--102	10	1411-0	31				
3	53--103	10	1411-0	31				
3	53--104	10	1411-0	31				
3	53--105	10	1411-0	31				
3	53--106	10	1411-0	31				
3	53--107	10	1411-0	31				
3	53--108	10	1411-0	31				
3	53--109	10	1411-0	31				
3	53--110	10	1411-0	31				
3	53--111	10	1411-0	31				
3	53--112	10	1411-0	31				
3	53--113	10	1411-0	31				
3	53--114	10	1411-0	31				
3	53--115	10	1411-0	31				
3	53--116	10	1411-0	31				
3	53--117	10	1411-0	31				
3	53--118	10	1411-0	31				
3	53--119	10	1411-0	31				
3	53--120	10	1411-0	31				
3	53--121	10	1411-0	31				
3	53--122	10	1411-0	31				
3	53--123	10	1411-0	31				
3	53--124	10	1411-0	31				
3	53--125	10	1411-0	31				
3	53--126	10	1411-0	31				
3	53--127	10	1411-0	31				
3	53--128	10	1411-0	31				
3	53--129	10	1411-0	31				
3	53--130	10	1411-0	31				
3	53--131	10	1411-0	31				
3	53--132	10	1411-0	31				
3	53--133	10	1411-0	31				
3	53--134	10	1411-0	31				
3	53--135	10	1411-0	31				
3	53--136	10	1411-0	31				
3	53--137	10	1411-0	31				
3	53--138	10	1411-0	31				
3	53--139	10	1411-0	31				
3	53--140	10	1411-0	31				
3	53--141	10	1411-0	31				
3	53--142	10	1411-0	31				
3	53--143	10	1411-0	31				
3	53--144	10	1411-0	31				
3	53--145	10	1411-0	31				
3	53--146	10	1411-0	31				
3	53--147	10	1411-0	31				
3	53--148	10	1411-0	31				
3	53--149	10	1411-0	31				
3	53--150	10	1411-0	31				
3	53--151	10	1411-0	31				
3	53--152	10	1411-0	31				
3	53--153	10	1411-0	31				
3	53--154	10	1411-0	31				
3	53--155	10	1411-0	31				
3	53--156	10	1411-0	31				
3	53--157	10	1411-0	31				
3	53--158	10	1411-0	31				
3	53--159	10	1411-0	31				
3	53--160	10	1411-0	31				
3	53--161	10	1411-0	31				
3	53--162	10	1411-0	31				
3	53--163	10	1411-0	31				
3	53--164	10	1411-0	31				
3								

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	53--10	10	1737-1	1		2657	2419	238
3	53--11	10	1837-1	1		2899	2681	218
3	53--12	10	0927-1	1		2627	2196	431
3	53--13	10	0927-1	1		2490	2191	299
3	53--14	10	0927-1	1		2303	2015	288
3	53--15	10	1669-1	1		2484	2365	119
3	53--16	10	1737-1	1		2371	2229	142
3	53--17	10	1545-1	2	7	2746	2477	269
3	53--18	10	1645-1	2	11	2876	2535	341
3	53--19	10	1837-1	35				
3	53--20	10	1837-1	2	11	2993	2665	328
3	53--21	10	1245-1	1		2869	2701	168
3	53--22	10	1837-1	1		2769	2564	205
3	53--23	10	1837-1	2	11	2900	2634	266
3	53--24	10	1669-1	2	11	2761	2474	287
3	53--25	10	0927-1	1		2637	2130	507
3	53--26	10	0727-1	1		2326	2067	259
3	53--27	10	0769-1	2	11	2300	2041	259
3	53--28	10	0769-1	2	7	2317	2049	268
3	53--29	10	0927-1	1		2418	2140	278
3	53--30	10	1837-0	31				
3	53--31	10	1135-1	33				
3	53--32	10	1837-1	33				
3	54--01	10	1037-1	33				
3	54--02	10	1867-1	2	7	2910	2649	261
3	54--03	10	0727-1	35				
3	54--04	10	0769-0	31				
3	54--06	10	1835-0	31				
3	54--07	10	0927-1	1		2458	2140	318
3	54--08	10	0927-1	1		2412	2196	216
3	54--09	10	0927-1	1		2474	2172	302
3	54--10	10	0927-1	1		2436	2121	315
3	54--11	10	0927-1	2	7	2351	2144	207

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[Col. 1590]

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	54--12	10	0927-1	33				
3	54--13	10	0927-1	33			2181	341
3	54--14	10	0927-1	33		2522	3018	202
3	54--15	10	0927-1	1	11	3220	2419	223
3	54--16	10	1835-1	2	7	2642	3102	217
3	54--17	10	1837-1	2		3319	2617	240
3	54--18	10	1839-1	1		2857	2468	243
3	54--19	10	1837-1	1	7	2711	2826	238
3	54--20	10	1669-1	2		3064		
3	54--21	10	1635-1	1				
3	54--22	10	1837-1	33		2895	2631	264
3	54--23	10	1837-1	1		3146	2923	223
3	54--24	10	1835-1	2	7	2453	2146	307
3	54--26	10	0927-1	1		2514	2177	337
3	54--27	10	0927-1	1		2131	1850	281
3	54--28	10	0727-1	1				
3	54--29	10	1837-0	31				
3	54--30	10	1111-1	2	11	2506	2186	320
3	54--31	10	1739-1	1		2723	2544	179
3	54--32	10	0927-1	1		2474	2193	281
3	55--01	10	1837-1	2	11	3081	2990	91
3	55--02	10	1111-0	31				
3	55--03	10	1669-1	2	11	2568	2361	207
3	55--04	10	1211-0	31				
3	55--05	10	1867-1	34				
3	55--06	10	1837-0	31	11			
3	55--07	10	1843-1	33				
3	56--01	11	1837-0	31		2174	2049	125
3	56--02	11	0769-1	1				
3	56--03	11	0927-1	33				
3	56--04	11	0769-1	33				
3	56--05	11	1635-1	33				
3	56--06	11	0735-1	1				
3	56--07	11	0735-1	1				
3	56--08	11	0735-1	1				
3	56--09	11	0735-1	1				
3	56--10	11	0735-1	1				
3	56--11	11	0735-1	1				
3	56--12	11	0735-1	1				
3	56--13	11	0735-1	1				
3	56--14	11	0735-1	1				
3	56--15	11	0735-1	1				
3	56--16	11	0735-1	1				
3	56--17	11	0735-1	1				
3	56--18	11	0735-1	1				
3	56--19	11	0735-1	1				
3	56--20	11	0735-1	1				
3	56--21	11	0735-1	1				
3	56--22	11	0735-1	1				
3	56--23	11	0735-1	1				
3	56--24	11	0735-1	1				
3	56--25	11	0735-1	1				
3	56--26	11	0735-1	1				
3	56--27	11	0735-1	1				
3	56--28	11	0735-1	1				
3	56--29	11	0735-1	1				
3	56--30	11	0735-1	1				
3	56--31	11	0735-1	1				
3	56--32	11	0735-1	1				
3	56--33	11	0735-1	1				
3	56--34	11	0735-1	1				
3	56--35	11	0735-1	1				
3	56--36	11	0735-1	1				
3	56--37	11	0735-1	1				
3	56--38	11	0735-1	1				
3	56--39	11	0735-1	1				
3	56--40	11	0735-1	1				
3	56--41	11	0735-1	1				
3	56--42	11	0735-1	1				
3	56--43	11	0735-1	1				
3	56--44	11	0735-1	1				
3	56--45	11	0735-1	1				
3	56--46	11	0735-1	1				
3	56--47	11	0735-1	1				
3	56--48	11	0735-1	1				
3	56--49	11	0735-1	1				
3	56--50	11	0735-1	1				
3	56--51	11	0735-1	1				
3	56--52	11	0735-1	1				
3	56--53	11	0735-1	1				
3	56--54	11	0735-1	1				
3	56--55	11	0735-1	1				
3	56--56	11	0735-1	1				
3	56--57	11	0735-1	1				
3	56--58	11	0735-1	1				
3	56--59	11	0735-1	1				
3	56--60	11	0735-1	1				
3	56--61	11	0735-1	1				
3	56--62	11	0735-1	1				
3	56--63	11	0735-1	1				
3	56--64	11	0735-1	1				
3	56--65	11	0735-1	1				
3	56--66	11	0735-1	1				
3	56--67	11	0735-1	1				
3	56--68	11	0735-1	1				
3	56--69	11	0735-1	1				
3	56--70	11	0735-1	1				
3	56--71	11	0735-1	1				
3	56--72	11	0735-1	1				
3	56--73	11	0735-1	1				
3	56--74	11	0735-1	1				
3	56--75	11	0735-1	1				
3	56--76	11	0735-1	1				
3	56--77	11	0735-1	1				
3	56--78	11	0735-1	1				
3	56--79	11	0735-1	1				
3	56--80	11	0735-1	1				
3	56--81	11	0735-1	1				
3	56--82	11	0735-1	1				
3	56--83	11	0735-1	1				
3	56--84	11	0735-1	1				
3	56--85	11	0735-1	1				
3	56--86	11	0735-1	1				
3	56--87	11	0735-1	1				
3	56--88	11	0735-1	1				
3	56--89	11	0735-1	1				
3	56--90	11	0735-1	1				
3	56--91	11	0735-1	1				
3	56--92	11	0735-1	1				
3	56--93	11	0735-1	1				
3	56--94	11	0735-1	1				
3	56--95	11	0735-1	1				
3	56--96	11	0735-1	1				
3	56--97	11	0735-1	1				
3	56--98	11	0735-1	1				
3	56--99	11	0735-1	1				
3	56--100	11	0735-1	1				

NET

3 56--08 3 56--09 3 56--10 3 56--11 3 56--12 3 56--13 3 56--14 3 56--15 3 56--16 3 56--17 3 56--18 3 56--19 3 56--20 3 56--21 3 56--22 3 56--23 3 56--24 3 56--25 3 56--26 3 56--27 3 56--28 3 56--29 3 56--30 3 56--31 3 56--32 3 57--01 3 57--02 3 57--03 3 57--05 3 57--06 3 57--07 3 57--08 3 57--09 3

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	56--08	11	1645-1	2	7	2958	2738	220
3	56--09	11	0927-1	1		2489	2177	312
3	56--10	11	1839-1	35				
3	56--11	11	1837-1	2	11	3015	2739	276
3	56--12	11	1837-1	2	11	2947	2670	277
3	56--13	11	1839-1	2	7	2744	2593	151
3	56--14	11	1737-1	2	7	2573	2343	230
3	56--15	11	0927-1	1		2524	2204	320
3	56--16	11	0927-1	1		2420	2168	252
3	56--17	11	0867-1	1		3955	3712	243
3	56--18	11	0927-1	33				
3	56--19	11	0927-1	1		2291	2101	190
3	56--20	11	0927-1	1		2425	2072	353
3	56--21	11	0927-1	1		2440	2162	278
3	56--22	11	0927-1	1		2500	2158	342
3	56--23	11	0727-1	1		2157	1867	290
3	56--24	11	0769-1	2	7	2152	1944	208
3	56--25	11	0727-1	2	7	2021	1822	199
3	56--26	11	1569-1	34	11			
3	56--27	11	1839-1	33				
3	56--28	11	1235-1	33				
3	56--29	11	1839-1	1		2847	2674	173
3	56--30	11	1837-1	1		2870	2679	191
3	56--31	11	1635-1	1		2672	2491	181
3	56--32	11	1611-1	2		2467	2210	257
3	57--01	11	0927-1	1		2395	2191	204
3	57--02	11	1839-0	31				
3	57--03	11	0927-1	33				
3	57--05	11	0769-1	2	7	2295	1998	297
3	57--06	11	1735-1	2	7	2693	2455	238
3	57--07	11	1635-0	31				
3	57--08	11	1837-1	2	11	2800	2583	217
3	57--09	11	1837-1	2	11	2928	2723	205

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[fol. 1592]

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	57--10	11	1811-1	1		2760	2485	275
3	57--11	11	1837-1	1		2854	2592	262
3	57--12	11	1839-0	31				
3	57--13	11	0727-1	33				
3	57--14	11	1635-1	33				
3	57--15	11	0927-1	1		2500	2148	352
3	57--16	11	0927-1	1		2469	2205	264
3	57--17	11	1837-1	1		2745	2486	259
3	57--18	11	0927-1	1		2421	2160	261
3	57--19	11	1839-1	33		3091	2785	306
3	57--20	11	1839-1	1				
3	57--21	11	1839-0	31	7			
3	57--22	11	1837-1	34				
3	57--23	11	1837-1	35				
3	57--24	11	1737-1	1		2557	2204	353
3	57--25	11	1235-1	33				
3	57--26	11	1845-1	2	7	3625	3301	324
3	57--27	11	0867-1	33		2977	2707	270
3	57--28	11	1839-1	2				
3	57--29	11	1837-1	35				
3	57--30	11	1135-1	35				
3	57--31	11	0769-1	1		2161	1923	238
3	57--32	11	0769-1	35				
3	58--01	11	0927-1	33				
3	58--02	11	0927-1	33	11	2153	1913	240
3	58--03	11	0527-1	2		2159	2021	138
3	58--04	11	0769-1	1		2372	2121	251
3	58--05	11	0927-1	2	7	2461	2160	301
3	58--06	11	0927-1	2		2222	2011	211
3	58--07	11	0727-1	2	11	2361	2158	203
3	58--08	11	0927-1	2	11	2344	2101	243
3	58--09	11	0927-1	2	7	2497	2158	309
3	58--10	11	0927-1	2				

SELLING

MODEL NO.

DEALER NO.	PG.	LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	58--11	11	11	0769-1	2	7	2335	2092	243
3	58--12	11	11	0727-1	2	7	2262	1985	277
3	58--13	11	11	0727-1	33				
3	58--14	11	11	0727-1	35				
3	58--15	11	11	1111-1	1				
3	58--16	11	11	1169-1	35		2181	2048	133
3	58--17	11	11	1837-1	1				
3	58--18	11	11	1635-1	2	7	2365	2341	44
3	58--19	11	11	1537-1	1		2971	2764	207
3	58--20	11	11	0727-1	33		2470	2190	280
3	58--21	11	11	0727-1	1				
3	58--22	11	11	0927-1	1		2194	2000	194
3	58--23	11	11	0927-1	1		2437	2137	300
3	58--24	11	11	0927-1	1		2397	2182	215
3	58--25	11	11	0927-1	1		2334	2156	178
3	58--26	11	11	1837-0	31		2374	2108	266
3	58--27	11	11	1235-1	1		2708	2555	153
3	58--28	11	11	1535-1	33				
3	58--29	11	11	1569-1	2	7	2539	2311	228
3	58--30	11	11	1839-1	34	11			
3	58--31	11	11	1845-1	35				
3	58--32	11	11	1637-1	1				
3	59--01	11	11	1839-1	33		2731	2527	204
3	59--02	11	11	1837-1	35				
3	59--04	11	11	0927-1	33				
3	59--05	11	11	0727-1	2				
3	59--06	11	11	0927-1	1	11	2225	1861	364
3	59--07	11	11	0727-1	34	12	2400	2118	282
3	59--08	11	11	1869-1	1		2838	2641	197
3	59--09	11	11	1835-1	33				
3	59--10	11	11	1235-0	31				
3	59--11	11	11	1219-0	31				
3	59--12	11	11	1215-0	31				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	59--13	11	1569-1	33				
3	59--14	11	1169-1	1		2397	2154	243
3	59--15	11	1837-1	1		2929	2738	191
3	59--16	11	1135-0	31				
3	59--17	11	1535-1	1		2720	2520	200
3	59--18	11	1835-1	1		3266	2918	348
3	59--19	11	1169-1	1		2122	2006	116
3	59--20	11	1119-0	31				
3	59--21	11	0769-0	31		4173	3976	197
3	59--22	11	0867-1	1				
3	59--23	11	1839-0	31				
3	59--24	11	1837-1	35				
3	59--25	11	1569-1	33				
3	59--26	11	1837-1	1		2983	2848	135
3	59--27	11	1135-1	1		2565	2312	253
3	59--28	11	1635-1	1		2851	2681	170
3	59--29	11	1837-1	34				
3	59--30	11	1837-1	33				
3	59--31	11	1837-1	33				
3	59--32	11	1837-1	1	7			
3	60--01	11	1669-1	33		2958	2823	135
3	60--02	11	0769-1	2				
3	60--03	11	0769-1	2		2296	2060	236
3	60--04	11	1635-1	2		2327	2043	284
3	60--05	11	0927-1	1		3007	2781	226
3	60--06	11	0927-1	1		2375	2186	189
3	60--07	11	1111-1	1		2270	2054	216
3	60--10	11	1837-1	2		2247	1964	283
3	60--11	11	1837-1	1		2686	2479	207
3	60--12	11	1839-0	31		2885	2609	276
3	60--13	11	1837-1	1				
3	60--14	11	1635-1	1		2957	2681	276
3	60--15	11	1435-1	1		2972	2722	191
3	60--16	11	1635-1	1		2963	2703	257

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	60--16	11	1635-1	33				
3	60--17	11	0927-1	1		2392	2180	212
3	60--18	11	1837-1	33				
3	60--19	11	0727-1	1		2075	1858	217
3	60--20	11	0927-1	1		2463	2159	304
3	60--21	11	0927-1	1		2423	2109	314
3	60--22	11	1839-1	1		3194	3053	141
3	60--23	11	0769-1	1		2300	2080	220
3	60--24	11	0569-1	1		2151	1862	289
3	60--25	11	1839-0	31				
3	60--26	11	0769-1	1		2266	2099	167
3	60--27	11	1669-1	1		2594	2390	204
3	60--28	11	0769-1	1		2358	2066	292
3	60--29	11	0927-1	1		2394	2207	187
3	60--30	11	0735-1	33				
3	60--31	11	0927-1	1		2413	2160	253
3	60--32	11	0727-1	33				
3	61--01	11	0927-1	2	10	2332	2074	258
3	61--02	11	0927-1	1		2478	2181	297
3	61--03	11	0727-1	1		2166	1946	220
3	61--04	11	0727-1	1		2236	1999	237
3	61--05	11	1837-0	31				
3	61--06	11	1839-1	1		2814	2691	123
3	61--07	11	1645-0	31				
3	61--08	11	1135-1	2		2694	2485	209
3	61--09	11	1835-1	33	11			
3	61--10	11	1839-1	1		2890	2722	168
3	61--11	11	1837-1	33				
3	61--12	11	0727-1	1		2280	2027	253
3	61--13	11	0769-1	1		1983	1870	113
3	61--14	11	0927-1	1		2475	2186	289
3	61--15	11	0735-1	1		2442	2286	156
3	61--16	11	0769-1	1		2290	2070	220

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	61--17	11	1569-1	33				
3	61--18	11	1169-1	34	7			
3	61--19	11	1111-1	34	7			
3	61--20	11	1669-1	33				
3	61--21	11	1569-1	33				
3	61--22	11	1835-1	33				
3	61--23	11	0727-1	1		2130	1903	227
3	61--24	11	1635-1	2	7	2991	2782	209
3	61--25	11	1837-1	33				
3	61--26	11	1839-1	33				
3	61--27	11	1837-1	2				
3	61--28	11	1111-1	1	11	2913	2678	235
3	61--29	11	1839-1	1		2182	2072	110
3	61--31	11	1635-1	1		3196	3132	64
3	61--32	11	0927-1	1		3239	3048	191
3	62--01	11	1839-1	1		2430	2188	242
3	62--02	11	1837-1	34	7	2975	2661	314
3	62--03	11	1635-1	1				
3	62--04	11	1635-1	1		2872	2737	135
3	62--05	11	1867-1	1		2932	2747	185
3	62--06	11	0727-1	1		3140	2893	247
3	62--07	11	0727-1	1		2245	1997	248
3	62--08	11	0927-1	1		2306	2045	261
3	62--09	11	0927-1	2	7	2321	2060	261
3	62--10	11	0927-1	2	7	2435	2193	242
3	62--12	11	0927-1	2	7	2352	2185	167
3	62--13	11	0569-0	1		2433	2140	293
3	63--02	12	1839-1	31	11	2940	2689	251
3	63--03	12	1837-1	2	11	3076	2752	324
3	63--04	12	1867-0	31				
3	63--05	12	1837-1	33				
3	63--06	12	0727-1	1				
3	63--07	12	0727-1	1				
3	63--08	12	0727-1	1				
3	63--09	12	0727-1	1				
3	63--10	12	0727-1	1				
3	63--11	12	0727-1	1				
3	63--12	12	0727-1	1				
3	63--13	12	0727-1	1				
3	63--14	12	0727-1	1				
3	63--15	12	0727-1	1				
3	63--16	12	0727-1	1				
3	63--17	12	0727-1	1				
3	63--18	12	0727-1	1				
3	63--19	12	0727-1	1				
3	63--20	12	0727-1	1				
3	63--21	12	0727-1	1				
3	63--22	12	0727-1	1				
3	63--23	12	0727-1	1				
3	63--24	12	0727-1	1				
3	63--25	12	0727-1	1				
3	63--26	12	0727-1	1				
3	63--27	12	0727-1	1				
3	63--28	12	0727-1	1				
3	63--29	12	0727-1	1				
3	63--30	12	0727-1	1				
3	63--31	12	0727-1	1				
3	63--32	12	0727-1	1				
3	63--33	12	0727-1	1				
3	63--34	12	0727-1	1				
3	63--35	12	0727-1	1				
3	63--36	12	0727-1	1				
3	63--37	12	0727-1	1				
3	63--38	12	0727-1	1				
3	63--39	12	0727-1	1				
3	63--40	12	0727-1	1				
3	63--41	12	0727-1	1				
3	63--42	12	0727-1	1				
3	63--43	12	0727-1	1				
3	63--44	12	0727-1	1				
3	63--45	12	0727-1	1				
3	63--46	12	0727-1	1				
3	63--47	12	0727-1	1				
3	63--48	12	0727-1	1				
3	63--49	12	0727-1	1				
3	63--50	12	0727-1	1				
3	63--51	12	0727-1	1				
3	63--52	12	0727-1	1				
3	63--53	12	0727-1	1				
3	63--54	12	0727-1	1				
3	63--55	12	0727-1	1				
3	63--56	12	0727-1	1				
3	63--57	12	0727-1	1				
3	63--58	12	0727-1	1				
3	63--59	12	0727-1	1				
3	63--60	12	0727-1	1				
3	63--61	12	0727-1	1				
3	63--62	12	0727-1	1				
3	63--63	12	0727-1	1				
3	63--64	12	0727-1	1				
3	63--65	12	0727-1	1				
3	63--66	12	0727-1	1				
3	63--67	12	0727-1	1				
3	63--68	12	0727-1	1				
3	63--69	12	0727-1	1				
3	63--70	12	0727-1	1				
3	63--71	12	0727-1	1				
3	63--72	12	0727-1	1				
3	63--73	12	0727-1	1				
3	63--74	12	0727-1	1				
3	63--75	12	0727-1	1				
3	63--76	12	0727-1	1				
3	63--77	12	0727-1	1				
3	63--78	12	0727-1	1				
3	63--79	12	0727-1	1				
3	63--80	12	0727-1	1				
3	63--81	12	0727-1	1				
3	63--82	12	0727-1	1				
3	63--83	12	0727-1	1				
3	63--84	12	0727-1	1				
3	63--85	12	0727-1	1				
3	63--86	12	0727-1	1				
3	63--87	12	0727-1	1				
3	63--88	12	0727-1	1				
3	63--89	12	0727-1	1				
3	63--90	12	0727-1	1				
3	63--91	12	0727-1	1				
3	63--92	12	0727-1	1				
3	63--93	12	0727-1	1				
3	63--94	12	0727-1	1				
3	63--95	12	0727-1	1				
3	63--96	12	0727-1	1				
3	63--97	12	0727-1	1				
3	63--98	12	0727-1	1				
3	63--99	12	0727-1	1				
3	63--100	12	0727-1	1				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	63--08	12	0735-1	1		2566	2342	224
3	63--09	12	0927-1	1		2233	2058	175
3	63--10	12	0927-1	1		2512	2160	352
3	63--11	12	0927-1	1		2332	2158	174
3	63--12	12	1837-1	1		2802	2623	179
3	63--13	12	1835-1	1		3824	3418	406
3	63--14	12	1839-1	1		2951	2629	322
3	63--15	12	1837-0	31				
3	63--16	12	1837-1	1		2847	2647	200
3	63--17	12	1839-1	1		3071	2715	356
3	63--18	12	1837-1	1		3150	2594	556
3	63--19	12	0927-1	1		2311	2172	139
3	63--20	12	0927-1	1		2410	2064	346
3	63--21	12	0927-1	1		2358	2140	218
3	63--22	12	1111-1	1		2264	2114	150
3	63--23	12	1839-1	1		2864	2749	115
3	63--24	12	1111-1	1		2383	2156	227
3	63--25	12	1169-1	35				
3	63--26	12	1169-1	2				
3	63--27	12	1837-0	31	11	2333	2225	108
3	63--28	12	1111-1	1				
3	63--29	12	0769-1	1		2162	1924	238
3	63--30	12	0927-1	1		2232	2023	209
3	63--31	12	0927-1	1		2336	2139	197
3	63--32	12	0927-1	1		2412	2201	211
3	64--01	12	0927-1	1		2286	2004	282
3	64--02	12	0927-1	2	10	2240	2146	94
3	64--03	12	0927-1	1		2419	2197	222
3	64--04	12	0727-1	33				
3	64--05	12	0927-1	2	7	2224	1998	226
3	64--06	12	0927-1	2	7	2286	2101	185
3	64--07	12	0735-1	2	7	2466	2234	232
3	64--08	12	0927-1	1		2381	2201	180
3		12	1839-1	2	11	2934	2682	252

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[fol. 1598]

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	64--09	12	1837-0	31			2735	263
3	64--10	12	1837-1	2	11	2998	2134	151
3	64--11	12	0927-1	1		2285		
3	64--12	12	1739-1	35			2058	272
3	64--13	12	0927-1	1		2330		
3	64--14	12	0927-1	33			1989	206
3	64--15	12	0727-1	1		2195	2016	333
3	64--16	12	0927-1	2	11	2349		
3	64--17	12	0927-1	33				
3	64--18	12	0735-1	33				
3	64--19	12	0922-1	1		2503	2186	317
3	64--20	12	0735-1	1		2562	2324	238
3	64--21	12	0727-1	1		2200	1993	207
3	64--22	12	0769-1	1		2038	1942	96
3	64--23	12	1837-1	35				
3	64--24	12	1869-1	1		2541	2400	141
3	64--25	12	1669-1	1		2492	2405	87
3	64--26	12	1845-1	1		3333	3092	241
3	64--27	12	1837-1	33				
3	64--28	12	1635-1	1		2904	2725	179
3	64--29	12	1511-1	1		2443	2211	232
3	64--30	12	1839-1	1		2777	2638	139
3	64--31	12	1111-1	35				
3	64--32	12	1839-1	1		3094	2732	362
3	65--01	12	1635-1	1		2939	2727	212
3	65--02	12	1837-1	1		3025	2752	273
3	65--03	12	1535-1	1		2850	2722	128
3	65--04	12	1837-1	1		3221	2958	263
3	65--05	12	0927-1	1		2401	2186	215
3	65--06	12	0927-1	1		2452	2211	221
3	65--07	12	0927-1	1		2426	2103	257
3	65--08	12	0927-1	1		2426	2179	257

SELLING

MODEL NO.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	65--10	12	0769-1	1		2321	2078	243
3	65--11	12	1837-0	31				
3	65--12	12	1839-1	1		3356	3084	272
3	65--13	12	1835-1	33				
3	65--14	12	1839-1	1		3020	2655	365
3	65--15	12	1635-1	1		3177	2850	327
3	65--16	12	1837-1	34	11			
3	65--17	12	0867-1	2	11	3944	3635	309
3	65--18	12	0927-1	1		2414	2199	215
3	65--19	12	0927-1	1	11	2410	2129	281
3	65--20	12	0727-1	2		2247	2014	233
3	65--21	12	0927-1	1		2347	2081	266
3	65--22	12	0927-1	1		2315	2196	119
3	65--23	12	0927-1	1		2411	2196	215
3	65--24	12	0927-1	1		2429	2040	389
3	65--25	12	1837-1	2	11	2883	2648	235
3	65--26	12	1837-1	1		2749	2555	194
3	65--27	12	1637-0	31				
3	65--28	12	1835-1	1		3570	3301	269
3	65--29	12	1839-1	35				
3	65--30	12	1837-1	1		2824	2665	159
3	65--31	12	1135-1	2	11	2684	2452	232
3	65--32	12	1537-1	2	11	2574	2382	192
3	66--01	12	0735-1	2	11	2520	2339	181
3	66--02	12	0927-1	1		2265	2055	210
3	66--03	12	1235-1	1		2670	2491	179
3	66--04	12	1111-1	2	7	2075	1879	196
3	66--05	12	1845-1	2	7	3183	2878	305
3	66--06	12	1535-1	1		2748	2661	87
3	66--07	12	1837-1	33				
3	66--08	12	0927-1	1		2082	1994	88
3	66--09	12	1867-1	1		2874	2760	114
3	66--10	12	1837-1	1		2753	2562	191

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	66--11	12	1837-1	1		2825	2604	221
3	66--12	12	1635-1	2	11	3273	3062	211
3	66--13	12	1839-1	2	11	2908	2670	238
3	66--14	12	1837-1	1		3090	2690	400
3	66--15	12	1739-1	2	7	2504	2313	191
3	66--16	12	1839-0	31				
3	66--17	12	1837-1	1		2994	2906	88
3	66--18	12	1837-1	1		2930	2727	203
3	66--20	12	1837-1	1		2684	2587	97
3	66--21	12	0927-1	35				
3	66--22	12	0769-1	1		2262	2061	201
3	66--23	12	0927-1	2	7	2395	2162	233
3	66--24	12	0927-1	1		2522	2207	315
3	66--25	12	0927-1	1		2402	2123	279
3	66--26	12	0735-1	2	11	2384	2169	215
3	66--27	12	0927-1	2	11	2418	2098	320
3	66--28	12	0927-1	1		2174	2098	76
3	66--29	12	0927-1	1		2213	2129	84
3	66--30	12	0927-1	2	7	2316	2121	195
3	66--31	12	0769-1	1		2194	2060	134
3	66--32	12	1845-1	2	7	3490	3083	407
3	67--01	12	1635-1	2	7	2983	2716	267
3	67--02	12	1867-1	2	7	3087	2821	266
3	67--03	12	1637-1	1		2671	2422	249
3	67--04	12	1111-1	33				
3	67--05	12	1837-1	1		2843	2624	219
3	67--06	12	1767-1	1		2738	2522	216
3	67--07	12	1737-1	1		2338	2224	114
3	67--08	12	1837-1	1		2739	2566	173
3	67--09	12	0769-1	1		2252	2047	205
3	67--10	12	0927-1	1		2374	2166	178

0927-1
12
07-10

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	67--13	12	0927-1	2	7	2400	2123	277
3	67--14	12	0927-1	2	7	2428	2192	236
3	67--15	12	0927-1	2	11	2327	2111	216
3	67--16	12	1835-1	1		3167	3015	152
3	67--17	12	1635-1	1		3321	3025	296
3	67--18	12	1269-1	1		2325	2147	178
3	67--19	12	1839-1	1		2903	2766	137
3	67--20	12	1635-1	1		3250	3098	152
3	67--21	12	1835-1	1		3173	3039	134
3	67--22	12	1769-1	33				
3	67--23	12	1635-1	33				
3	67--24	12	0727-1	1		2214	2056	158
3	67--26	12	0727-1	33				
3	67--27	12	0769-1	1		2144	2015	129
3	67--28	12	0927-1	2	7	2219	2027	192
3	67--29	12	0927-1	1		2426	2190	236
3	67--30	12	0927-1	2	11	2365	2190	175
3	67--31	12	0727-1	2	7	2232	2037	195
3	67--32	12	0927-1	2	7	2403	2186	217
3	68--01	12	1835-1	1		3071	2931	140
3	68--02	12	1235-1	2	7	2774	2574	200
3	68--03	12	1611-1	1		2522	2361	161
3	68--04	12	1837-1	33				
3	68--05	12	1235-1	1		2696	2569	127
3	68--06	12	1635-1	1		2889	2631	258
3	68--07	12	1235-1	33				
3	68--08	12	1837-1	2	7	2989	2767	222
3	68--15	12	1839-1	2	7	2893	2666	227
3	68--16	12	1111-1	1		2249	2089	160
3	68--17	12	1837-1	1		2666	2591	75
3	68--18	12	1837-1	2	11	2942	2687	255
3	68--19	12	1837-1	1		2753	2548	205
3	68--20	12	1269-1	2	11	2600	2384	216

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	68--21	12	1837-1	1		2932	2747	185
3	68--22	12	1835-1	33				
3	68--23	12	1837-1	1		2803	2640	163
3	68--24	12	1835-1	1		3029	2861	168
3	68--25	12	1837-1	2	11	2828	2646	182
3	68--26	12	1837-1	2	7	2791	2567	224
3	68--27	12	1845-1	33				
3	68--28	12	1235-1	1		2760	2440	320
3	68--29	12	1235-1	33				
3	68--30	12	1837-1	1		2935	2712	223
3	68--31	12	1569-1	1		2375	2344	31
3	68--32	12	1867-1	1		3145	2933	212
3	69--01	12	1867-1	33				
3	69--02	12	0727-1	2	7	2270	1978	292
3	69--03	12	0927-1	1		2247	2085	162
3	69--04	12	0927-1	33				
3	69--05	12	0927-1	2	7	2367	2207	160
3	69--06	12	0927-1	33				
3	69--07	12	0927-1	1		2336	2172	164
3	69--08	12	0927-1	33				
3	69--09	12	0535-1	1				
3	69--10	12	0927-1	1		2519	2232	287
3	69--11	12	0769-1	1		2385	2165	220
3	69--12	12	0927-1	1		2225	1997	228
3	69--13	12	0735-1	2	7	2313	2134	179
3	69--14	12	0927-1	1		2542	2255	287
3	69--15	12	0735-1	1		2325	2183	142
3	69--16	12	0927-1	1		2456	2216	240
3	69--17	12	0927-1	1		2395	2176	219
3	69--18	12	0727-1	2	11	2106	1939	167
3	69--19	12	0735-1	1		2330	2193	137
3	69--20	12	1837-1	1		2849	2634	215
3	69--21	12	1837-1	1		3030	2761	269
3	69--22	12	1839-1	1		2989	2709	280

NET
COST

MODEL NO.

288 2709 2889 1 1839-1 12 00-00-01 3

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	69--22	12	1845-1	1				
3	69--23	12	1211-1	1		3447	3130	317
3	69--24	12	1837-1	33		2605	2272	333
3	69--25	12	1111-1	1		2332	2116	216
3	69--26	12	1839-1	35				
3	69--27	12	1837-1	33				
3	69--28	12	1837-1	35				
3	69--29	12	1837-1	1				
3	69--30	12	1839-1	1		2912	2679	233
3	69--32	12	1839-1	1		2777	2661	116
3	70--01	12	1837-1	1		2879	2749	130
3	70--05	12	0867-1	2	7	2833	2650	183
3	70--06	12	1835-1	2	7	3897	3587	310
3	70--07	12	0769-1	1		2983	2764	219
3	70--08	12	0927-1	33		2103	2025	78
3	70--09	12	0927-1	33				
3	70--11	12	0927-1	2	11	2379	2192	187
3	70--12	12	1837-1	34	11			
3	C 17--02	11	R1206-1	33				
3	C 18--06	12	R1206-1	1		2925	2606	319
3	C 18--15	12	R1206-1	33				
3	F 1--01	1	1837-0	33				
3	F 1--02	1	1839-0	33				
3	F 1--03	1	1619-0	33				
3	F 1--04	1	1639-0	33				
3	F 1--05	1	1639-0	33				
3	F 1--06	1	1639-0	33				
3	F 1--07	1	1639-0	33				
3	F 1--08	1	1639-0	33				
3	F 1--09	1	1639-0	33				
3	F 1--10	1	1839-0	33				
3	F 1--11	1	1839-0	33				
3	F 1--12	1	1867-0	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - CITIZENS

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 1-13	1	1867-0	33				
3	F 1-14	1	1619-0	33				
3	F 1-15	1	1619-0	33				
3	F 1-16	1	1219-0	33				
3	F 1-17	1	1219-0	33				
3	F 1-20	1	1839-0	33				
3	F 1-21	1	1619-0	33				
3	F 1-22	1	1619-0	33				
3	F 1-23	1	1619-0	33				
3	F 1-24	1	0769-0	33				
3	F 1-25	1	0769-0	33				
3	F 1-26	1	0769-0	33				
3	F 1-27	1	0769-0	33				
3	F 1-28	1	0769-0	33				
3	F 1-29	1	1639-0	33				
3	F 1-30	1	1639-0	33				
3	F 1-31	1	1639-0	33				
3	F 1-32	1	1619-0	33				
3	F 2-01	1	1839-0	33				
3	F 2-02	1	0769-0	33				
3	F 2-03	1	0769-0	33				
3	F 2-04	1	0769-0	33				
3	F 2-05	1	1839-0	33				
3	F 2-06	1	1839-0	33				
3	F 2-07	1	1839-0	33				
3	F 2-08	1	1839-0	33				
3	F 2-09	1	1839-0	33				
3	F 2-10	1	1839-0	33				
3	F 2-11	1	1639-0	33				
3	F 2-12	1	0769-0	33				
3	F 2-13	1	0769-0	33				
3	F 2-14	1	1619-0	33				
3	F 2-15	1	1219-0	33				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 2--16	1	1839-0	33				
3	F 2--17	1	1839-0	33				
3	F 2--18	1	1839-0	33				
3	F 2--19	1	1839-0	33				
3	F 2--20	1	1119-0	33				
3	F 2--21	1	1837-0	33				
3	F 2--22	1	1219-0	33				
3	F 2--23	1	1839-0	33				
3	F 2--24	1	1219-0	33				
3	F 2--25	1	1219-0	33				
3	F 2--26	1	1839-0	33				
3	F 2--27	1	1839-0	33				
3	F 2--28	1	1839-0	33				
3	F 2--29	1	1839-0	33				
3	F 2--30	1	1839-0	33				
3	F 2--31	1	1839-0	33				
3	F 2--32	1	1839-0	33				
3	F 3--01	1	0769-0	33				
3	F 3--03	1	1235-0	33				
3	F 3--07	1	1219-0	33				
3	F 3--08	1	1839-0	33				
3	F 3--09	1	1839-0	33				
3	F 3--10	1	1839-0	33				
3	F 3--11	1	0769-0	33				
3	F 3--12	1	1219-0	33				
3	F 3--13	1	1219-0	33				
3	F 4--02	2	0769-0	33				
3	F 4--03	2	1839-0	33				
3	F 4--04	2	1839-0	33				
3	F 4--05	2	0569-0	33				
3	F 4--06	2	1219-0	33				
3	F 4--07	2	1235-0	33				
3	F 4--08	2	1219-0	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 4--09	2	1219-0	33				
3	F 4--10	2	1837-0	33				
3	F 4--11	2	1837-0	33				
3	F 4--12	2	1219-0	33				
3	F 4--13	2	1219-0	33				
3	F 4--14	2	1219-0	33				
3	F 4--15	2	1619-0	33				
3	F 4--16	2	0769-0	33				
3	F 4--17	2	0769-0	33				
3	F 4--18	2	1839-0	33				
3	F 4--19	2	1839-0	33				
3	F 4--20	2	1219-0	33				
3	F 4--21	2	1611-0	33				
3	F 4--22	2	1835-0	33				
3	F 4--23	2	1219-0	33				
3	F 4--24	2	1619-0	33				
3	F 4--25	2	0769-0	33				
3	F 4--26	2	0569-0	33				
3	F 4--27	2	0769-0	33				
3	F 4--28	2	1819-0	33				
3	F 4--29	2	1219-0	33				
3	F 4--30	2	1837-0	33				
3	F 4--31	2	1619-0	33				
3	F 4--32	2	1839-0	33				
3	F 5--01	2	1867-0	33				
3	F 5--03	2	1839-0	33				
3	F 5--04	2	0769-0	33				
3	F 5--05	2	1867-0	33				
3	F 5--06	2	1839-0	33				
3	F 5--07	2	1219-0	33				
3	F 5--08	2	1119-0	33				
3	F 5--09	2	1219-0	33				
3	F 5--10	2	1219-0	33				

SELLING

MODEL NO.

1210-0 33
1210-0 33
5-00 2
5-00 2

DEALER NO. PG. - LINE NO. MONTH SOLD MODEL NO. AND YEAR TYPE OF SALE OUTLET NO. * SELLING PRICE TO CUSTOMER DEALER INVOICE MARKUP

3	F	5--11	2	1210-0	33	33
3	F	5--12	2	1839-0	33	33
3	F	5--13	2	1839-0	33	33
3	F	5--14	2	0769-0	33	33
3	F	5--15	2	1839-0	33	33
3	F	5--16	2	1635-0	33	33
3	F	5--18	2	1635-0	33	33
3	F	5--19	2	0769-0	33	33
3	F	5--20	2	0769-0	33	33
3	F	5--21	2	0769-0	33	33
3	F	5--22	2	0769-0	33	33
3	F	5--23	2	0769-0	33	33
3	F	5--24	2	0769-0	33	33
3	F	5--25	2	1219-0	33	33
3	F	5--26	2	1219-0	33	33
3	F	5--27	2	1837-0	33	33
3	F	5--28	2	1837-0	33	33
3	F	5--29	2	1837-0	33	33
3	F	5--30	2	1837-0	33	33
3	F	5--31	2	1837-0	33	33
3	F	5--32	2	1837-0	33	33
3	F	6--01	2	1619-0	33	33
3	F	6--02	2	1619-0	33	33
3	F	6--03	2	1837-0	33	33
3	F	6--04	2	1837-0	33	33
3	F	6--05	2	1235-0	33	33
3	F	6--06	2	1837-0	33	33
3	F	6--07	2	1837-0	33	33
3	F	6--08	2	1837-0	33	33
3	F	6--09	2	1837-0	33	33
3	F	6--10	2	1235-0	33	33
3	F	6--11	2	1235-0	33	33
3	F	6--12	2	1235-0	33	33

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 6--13	2	1235-0	33				
3	F 6--14	2	1645-0	33				
3	F 6--15	2	1235-0	33				
3	F 6--16	2	1611-0	33				
3	F 6--17	2	1611-0	33				
3	F 6--18	2	1839-0	33				
3	F 6--19	2	1839-0	33				
3	F 6--20	2	0769-0	33				
3	F 7--02	3	1837-0	33				
3	F 7--03	3	1837-0	33				
3	F 7--04	3	1837-0	33				
3	F 7--05	3	1837-0	33				
3	F 7--06	3	1611-0	33				
3	F 7--08	3	1211-0	33				
3	F 7--09	3	1235-0	33				
3	F 7--10	3	1219-0	33				
3	F 7--11	3	1839-0	33				
3	F 7--12	3	1219-0	33				
3	F 7--13	3	1837-0	33				
3	F 7--16	3	1839-0	33				
3	F 7--17	3	1837-0	33				
3	F 7--18	3	1219-0	33				
3	F 7--19	3	1611-0	33				
3	F 7--20	3	1837-0	33				
3	F 7--21	3	1837-0	33				
3	F 7--22	3	1219-0	33				
3	E 7--23	3	1839-0	33				
3	F 7--24	3	1619-0	33				
3	F 7--25	3	1219-0	33				
3	F 7--26	3	1219-0	33				
3	F 7--27	3	1219-0	33				
3	F 7--28	3	1219-0	33				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 7--30	3	1635-0	33				
3	F 7--31	3	1611-0	33				
3	F 7--32	3	1837-0	33				
3	F 8--01	3	1619-0	33				
3	F 8--02	3	1839-0	33				
3	F 8--03	3	1619-0	33				
3	F 8--04	3	1839-0	33				
3	F 8--05	3	1619-0	33				
3	F 8--06	3	1839-0	33				
3	F 8--07	3	1867-0	33				
3	F 8--08	3	1839-0	33				
3	F 8--09	3	1837-0	33				
3	F 8--10	3	1619-0	33				
3	F 8--11	3	1839-0	33				
3	F 8--12	3	1837-0	33				
3	F 8--13	3	1611-0	33				
3	F 8--14	3	1839-0	33				
3	F 8--15	3	1619-0	33				
3	F 8--17	3	1639-0	33				
3	F 8--18	3	1837-0	33				
3	F 8--19	3	1839-0	33				
3	F 8--20	3	0727-0	33				
3	F 8--21	3	1839-0	33				
3	F 8--22	3	1839-0	33				
3	F 9--01	4	1839-0	33				
3	F 9--02	4	1837-0	33				
3	F 9--03	4	1219-0	33				
3	F 9--04	4	1211-0	33				
3	F 9--05	4	1619-0	33				
3	F 9--06	4	1839-0	33				
3	F 9--07	4	1619-0	33				
3	F 9--08	4	1611-0	33				
3	F 9--09	4	1215-0	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 9--10	4	1635-0	33				
3	F 9--11	4	1619-0	33				
3	F 9--12	4	1619-0	33				
3	F 9--13	4	1839-0	33				
3	F 9--14	4	1635-0	33				
3	F 9--15	4	1611-0	33				
3	F 9--16	4	0727-0	33				
3	F 9--17	4	1619-0	33				
3	F 9--18	4	1635-0	33				
3	F 9--19	4	0769-0	33				
3	F 9--20	4	1839-0	33				
3	F 9--21	4	1837-0	33				
3	F 10--04	5	1219-0	33				
3	F 10--05	5	1235-0	33				
3	F 10--06	5	1839-0	33				
3	F 10--07	5	1611-0	33				
3	F 10--08	5	1645-0	33				
3	F 10--09	5	1839-0	33				
3	F 10--10	5	1619-0	33				
3	F 10--11	5	1611-0	33				
3	F 10--13	5	1619-0	33				
3	F 10--14	5	1619-0	33				
3	F 10--15	5	0727-0	33				
3	F 10--16	5	1235-0	33				
3	F 10--17	5	1635-0	33				
3	F 10--18	5	1837-0	33				
3	F 10--19	5	1235-0	33				
3	F 10--20	5	1611-0	33				
3	F 10--22	5	1839-0	33				
3	F 10--23	5	1611-0	33				
3	F 10--24	5	1611-0	33				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 10--26	5	1619-0	33				
3	F 10--27	5	1619-0	33				
3	F 10--28	5	1635-0	33				
3	F 11--01	6	1619-0	33				
3	F 11--02	6	1839-0	33				
3	F 11--03	6	1635-0	33				
3	F 11--04	6	1639-0	33				
3	F 11--05	6	1619-0	33				
3	F 11--06	6	1619-0	33				
3	F 11--08	6	1619-0	33				
3	F 11--09	6	1839-0	33				
3	F 11--10	6	1839-0	33				
3	F 11--11	6	1635-0	33				
3	F 11--12	6	1837-0	33				
3	F 11--14	6	1839-0	33				
3	F 12--01	7	1645-0	33				
3	F 12--03	7	1839-0	33				
3	F 12--04	7	1635-0	33				
3	F 12--05	7	0927-0	33				
3	F 12--06	7	1619-0	33				
3	F 12--07	7	1119-0	34				
3	F 12--08	7	1219-0	33				
3	F 12--09	7	1211-0	33				
3	F 12--10	7	1211-0	33				
3	F 12--11	7	1211-0	33				
3	F 12--12	7	1211-0	33				
3	F 12--13	7	1211-0	33				
3	F 12--14	7	1211-0	33				
3	F 12--15	7	1211-0	33				
3	F 12--16	7	1211-0	33				
3	F 12--17	7	1619-0	33				
3	F 12--18	7	1867-0	33				
3	F 12--19	7	1619-0	33				

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*SEE ATTA HED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 12--20	7	0727-0	33				
3	F 13--01	8	0867-0	33				
3	F 13--02	8	1839-0	33				
3	F 13--03	8	1839-0	33				
3	F 13--04	8	0527-0	33				
3	F 14--01	9	0769-0	33				
3	F 15--01	10	1837-1	33				
3	F 15--02	10	1837-1	33				
3	F 15--03	10	1837-1	33				
3	F 15--04	10	1837-1	33				
3	F 15--05	10	1837-1	33				
3	F 15--06	10	1837-1	33				
3	F 15--07	10	1839-1	33				
3	F 15--08	10	1839-1	33				
3	F 15--09	10	1839-1	33				
3	F 15--10	10	1839-1	33				
3	F 15--11	10	1839-1	33				
3	F 15--12	10	1839-1	33				
3	F 15--13	10	1839-1	33				
3	F 15--14	10	1837-1	33				
3	F 15--15	10	1837-1	33				
3	F 15--16	10	1837-1	33				
3	F 15--17	10	1837-1	33				
3	F 15--18	10	1839-1	33				
3	F 15--19	10	1839-1	33				
3	F 15--20	10	1839-1	33				
3	F 15--21	10	1839-1	33				
3	F 15--22	10	1839-1	33				
3	F 15--23	10	1839-1	33				
3	F 15--24	10	1839-1	33				
3	F 15--25	10	1839-1	33				
3	F 15--26	10	1839-1	33				
3	F 15--27	10	1839-1	33				
3	F 15--28	10	1839-1	33				
3	F 15--29	10	1839-1	33				
3	F 15--30	10	1839-1	33				

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F 15--29 10 1839-1 33

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 15--28	10	1839-1	33				
3	F 15--29	10	1839-1	33				
3	F 15--30	10	1839-1	33				
3	F 15--31	10	1839-1	33				
3	F 16--01	10	1235-1	33				
3	F 16--02	10	1839-1	33				
3	F 16--03	10	1669-1	33				
3	F 16--06	10	1839-1	33				
3	F 16--07	10	1669-1	33				
3	F 16--08	10	1669-1	33				
3	F 16--09	10	1611-1	33				
3	F 16--10	10	1669-1	33				
3	F 16--11	10	1669-1	33				
3	F 16--12	10	1611-1	33				
3	F 16--13	10	1669-1	33				
3	F 16--14	10	1611-1	33				
3	F 16--15	10	1669-1	33				
3	F 16--16	10	1669-1	33				
3	F 16--17	10	1669-1	33				
3	F 16--18	10	1669-1	33				
3	F 16--19	10	1611-1	33				
3	F 16--20	10	1837-1	33				
3	F 16--21	10	1669-1	33				
3	F 16--22	10	1611-1	33				
3	F 16--23	10	1611-1	33				
3	F 16--24	10	1635-1	33				
3	F 16--25	10	1839-1	33				
3	F 16--26	10	1837-1	33				
3	F 16--27	10	1837-1	33				
3	F 16--28	10	1669-1	33				
3	F 16--29	10	1839-1	33				
3	F 16--30	10	1669-1	33				
3	F 16--31	10	1669-1	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 16--32	10	1669-1	33				
3	F 17--01	10	1611-1	33				
3	F 17--02	10	1839-1	33				
3	F 17--03	10	1839-1	33				
3	F 17--05	10	1837-1	33				
3	F 17--06	10	1839-1	33				
3	F 17--07	10	1839-1	33				
3	F 17--08	10	1235-1	33				
3	F 17--09	10	1837-1	33				
3	F 17--10	10	1235-1	33				
3	F 17--11	10	1839-1	33				
3	F 17--12	10	1839-1	33				
3	F 17--13	10	1839-1	33				
3	F 17--14	10	1669-1	33				
3	F 17--15	10	1211-1	33				
3	F 18--01	11	1669-1	33				
3	F 18--03	11	1269-1	33				
3	F 18--04	11	1235-1	33				
3	F 18--05	11	1111-1	33				
3	F 18--06	11	1135-1	33				
3	F 18--07	11	1111-1	33				
3	F 18--08	11	1839-1	33				
3	F 18--09	11	1839-1	33				
3	F 18--10	11	1837-1	33				
3	F 18--11	11	1839-1	33				
3	F 18--12	11	1235-1	33				
3	F 18--13	11	1867-1	33				
3	F 18--15	11	1839-1	33				
3	F 18--16	11	1837-1	33				
3	F 18--17	11	1269-1	33				
3	F 18--19	11	1839-1	33				
3	F 18--20	11	1669-1	33				
3	F 18--21	11	1669-1	33				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 18--22	11	1837-1	33				
3	F 18--23	11	1839-1	33				
3	F 18--24	11	1111-1	33				
3	F 18--25	11	0727-1	33				
3	F 18--26	11	1837-1	33				
3	F 18--29	11	0727-1	33				
3	F 18--30	11	1669-1	33				
3	F 18--31	11	1839-1	33				
3	F 18--32	11	1837-1	33				
3	F 19--01	11	1611-1	33				
3	F 19--02	11	1669-1	33				
3	F 19--03	11	1669-1	33				
3	F 19--04	11	0927-1	33				
3	F 19--05	11	1645-1	33				
3	F 19--06	11	1135-1	33				
3	F 19--07	11	0735-1	33				
3	F 19--08	11	1839-1	33				
3	F 19--09	11	1569-1	33				
3	F 19--10	11	1839-1	33				
3	F 19--11	11	1839-1	33				
3	F 19--13	11	1867-1	33				
3	F 19--14	11	1269-1	33				
3	F 19--15	11	1837-1	33				
3	F 19--16	11	1839-1	33				
3	F 19--17	11	1839-1	33				
3	F 19--19	11	1669-1	33				
3	F 19--20	11	1669-1	33				
3	F 19--21	11	1669-1	33				
3	F 19--22	11	1669-1	33				
3	F 19--23	11	1839-1	33				
3	F 19--28	11	1269-1	33				
3	F 19--29	11	1669-1	33				
3	F 19--30	11	1635-1	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - CITIZENS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 19--31	11	1669-1	33				
3	F 19--32	11	1669-1	33				
3	F 20--01	11	1669-1	33				
3	F 20--02	11	1669-1	33				
3	F 20--03	11	1669-1	33				
3	F 20--04	11	1635-1	33				
3	F 20--05	11	1837-1	33				
3	F 20--06	11	1669-1	33				
3	F 20--07	11	1669-1	33				
3	F 20--08	11	1669-1	33				
3	F 20--09	11	1845-1	33				
3	F 20--10	11	1611-1	33				
3	F 20--11	11	1837-1	33				
3	F 20--12	11	1839-1	33				
3	F 20--13	11	1669-1	33				
3	F 20--14	11	1839-1	33				
3	F 21--01	12	1669-1	33				
3	F 21--02	12	1669-1	33				
3	F 21--03	12	1669-1	33				
3	F 21--04	12	1669-1	33				
3	F 21--05	12	1669-1	33				
3	F 21--06	12	1669-1	33				
3	F 21--07	12	1669-1	33				
3	F 21--08	12	1669-1	33				
3	F 21--09	12	1839-1	33				
3	F 21--10	12	1269-1	33				
3	F 21--11	12	1669-1	33				
3	F 21--12	12	1669-1	33				
3	F 21--13	12	1669-1	33				
3	F 21--14	12	1669-1	33				
3	F 21--15	12	1839-1	33				
3	F 21--16	12	1839-1	33				
3	F 21--17	12	1839-1	33				
3	F 21--18	12	1839-1	33				
3	F 21--19	12	1839-1	33				
3	F 21--20	12	1839-1	33				

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DEALER - CITIZENS

MODEL NO. -

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE*	OUTLET NO. #	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 21--18	12	1669-1	33				
3	F 21--21	12	1669-1	33				
3	F 21--22	12	0927-1	33				
3	F 21--23	12	0927-1	33				
3	F 21--24	12	1569-1	33				
3	F 21--25	12	1839-1	33				
3	F 21--26	12	1669-1	33				
3	F 21--27	12	1669-1	33				
3	F 21--28	12	1669-1	33				
3	F 21--29	12	1839-1	33				
3	F 21--30	12	1669-1	33				
3	F 21--31	12	1669-1	33				
3	F 21--32	12	1669-1	33				
3	F 22--01	12	1669-1	33				
3	F 22--02	12	1269-1	33				
3	F 22--03	12	1669-1	33				
3	F 22--04	12	1811-1	33				
3	F 22--05	12	1637-1	33				
3	F 22--06	12	1837-1	33				
3	F 22--07	12	1235-1	33				
3	F 22--08	12	1269-1	33				
3	F 22--09	12	1669-1	33				
3	F 22--10	12	1669-1	33				
3	F 22--11	12	1669-1	33				
3	F 22--12	12	1669-1	33				
3	F 22--13	12	1839-1	33				
3	F 22--14	12	1839-1	33				
3	F 22--15	12	1611-1	33				
3	F 22--16	12	1669-1	33				
3	F 22--17	12	1839-1	33				
3	F 22--18	12	1669-1	33				
3	F 22--19	12	1635-1	33				
3	F 22--20	12	1669-1	33				

1033

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
3	F 22--21	12	0927-1	33				
3	F 22--22	12	1111-1	33				
3	F 22--23	12	0527-1	33				
3	F 22--25	12	1235-1	33				
3	F 22--26	12	0727-1	33				
3	F 22--27	12	1269-1	33				

1034

SALE		SALES		MARKUP		MARKUP	
1		1,259		195		201	
2		262		223		223	
SUBTOTAL		1,521					
31		71					
32		10					
33		745					
34		55					
35		79					
SUBTOTAL		960					
OTHER							
TOTAL		2,481					

DEALER - COURTESY

PAGE 1

DEALER
NO.

INVOICE NO.

MONTH
SOLDMODEL NO.
AND
YEARTYPE OF
SALE*OUTLET
NO.*NET
SELLING
PRICE TO
CUSTOMERDEALER
INVOICE

MARKUP

1036

4	95--39	1	0769-0	35		3609	2349	760
4	95--40	1	1837-0	33		2450	2004	446
4	95--41	1	1837-0	33				
4	95--42	1	0769-0	33				
4	95--43	1	1837-0	1				
4	95--44	1	0769-0	1				
4	95--45	1	1839-0	33				
4	95--46	1	1519-0	33				
4	95--65	1	1535-0	1		2625	2374	251
4	95--66	1	0769-0	1		2504	2037	467
4	95--68	1	0769-0	33				
4	95--69	1	0769-0	33				
4	95--70	1	0769-0	2	1	2387	2103	284
4	95--78	1	1837-0	1		3149	2715	434
4	95--79	1	1639-9	31				
4	95--81	1	1619-0	1		2428	2162	266
4	95--84	1	1111-0	33				
4	95--92	1	0769-0	1		2278	1934	344
4	96--00	1	1837-0	33				
4	96--01	1	0769-0	2	1	2233	1977	256
4	96--02	1	1235-0	33				
4	96--03	1	0769-0	33				
4	96--04	1	1837-0	35				
4	96--05	1	0769-0	2	1	2371	2078	293
4	96--08	1	0769-0	33				
4	96--11	1	1111-0	1				
4	96--12	1	1719-0	1		2395	2133	262
4	96--14	1	0769-0	33		2663	2429	234
4	95--74	1	0769-0	1				
4	95--25	1	1839-0	33		2266	2093	173
4	95--26	1	1839-0	33				
4	95--27	1	1839-0	33				
4	95--28	1	1839-0	33				
4	95--29	1	1839-0	33				

NET
SELLING
PRICE TO
CUSTOMERMODEL NO.
AND
YEAR

1839-0

95-28

4

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	95-28	1	1839-0	33				
4	95-29	1	1839-0	33				
4	95-30	1	1839-0	33				
4	95-31	1	1839-0	33				
4	95-32	1	1645-0	33				
4	95-34	1	1645-0	33				
4	95-35	1	1645-0	33				
4	95-36	1	1645-0	33				
4	95-38	1	1645-0	33				
4	95-33	1	1645-0	33				
4	95-37	1	1645-0	33				
4	95-75	1	1619-0	33				
4	95-80	1	0769-0	33				
4	95-83	1	1837-0	1		2397	2698	199
4	95-90	1	1619-0	33				
4	95-91	1	1739-0	1		2743	2484	259
4	96-06	1	1837-0	33				
4	96-07	1	1837-0	33				
4	96-10	1	0769-0	1		2312	1963	349
4	96-13	1	1119-0	33				
4	96-18	1	1219-0	33				
4	96-19	1	1219-0	33				
4	96-20	1	1611-0	33				
4	96-31	1	1839-0	33				
4	96-32	1	1635-0	33				
4	96-38	1	1837-0	1		3056	2742	314
4	96-50	1	1839-9	31				
4	96-52	1	1611-0	1				
4	96-55	1	1837-0	1		2709	2477	232
4	96-57	1	1619-0	1		2896	2697	199
4	96-58	1	1837-0	1		3131	2839	292
4	96-59	1	1837-0	1		3047	2746	301
4	96-62	1	1839-0	1		3046	2756	290
4						3298	2766	532

1037

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

1038

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	96--63	1	0769-0	33				
4	96--65	1	0769-0	33			1937	301
4	96--75	1	0769-0	1		2238		
4	96--76	1	1839-0	33			2417	344
4	96--90	1	1619-0	1		2761	2396	302
4	96--95	1	1837-0	1		2698	2749	184
4	96--99	1	1837-0	1		2933		
4	95--77	1	1619-0	33				
4	95--85	1	1619-0	33				
4	96--09	1	1135-0	33				
4	96--28	1	1837-0	33				
4	96--29	1	1837-0	33				
4	96--30	1	1837-0	33				
4	96--34	1	1839-0	33				
4	96--35	1	1519-0	33				
4	96--36	1	1635-0	33				
4	96--49	1	0569-0	1		2198	1932	266
4	96--53	1	1837-0	1		2855	2578	277
4	96--60	1	1837-0	1		3297	2632	665
4	96--61	1	1511-0	33				
4	96--64	1	0769-0	1		2240	1954	286
4	96--69	1	1837-0	33				
4	96--70	1	1837-0	33				
4	96--71	1	1837-0	33				
4	96--73	1	1837-0	33				
4	96--78	1	1837-0	2	1	3021	2680	341
4	96--79	1	1837-0	33				
4	96--91	1	1837-0	35				
4	96--93	1	0569-0	33				
4	96--97	1	0867-0	33				
4	96--98	1	0769-0	33				
4	96--99	1	1837-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	97--73	1	1635-0	33				
4	97--75	1	1635-9	31				
4	97--28	1	0769-0	2	1	2262	1968	294
4	97--43	1	0867-0	33				
4	97--74	1	1837-0	1		3004	2745	259
4	97--76	1	1839-0	1		3004	2776	228
4	97--86	1	1119-0	33				
4	97--88	1	1645-0	2	1	3132	2986	146
4	97--89	1	1635-0	1		2971	2849	122
4	97--90	1	1619-0	33				
4	97--91	1	1619-0	33				
4	97--93	1	1619-0	33				
4	97--94	1	1619-0	33				
4	97--95	1	1611-0	33				
4	97--96	1	1635-0	33				
4	97--97	1	1635-0	33				
4	96--96	1	0769-0	33				
4	97--10	1	1837-0	1		2932	2674	258
4	97--41	1	1211-0	33				
4	97--46	1	1219-0	33				
4	97--87	1	1839-0	1		2988	2795	193
4	98--02	1	1235-0	33				
4	98--03	1	1839-0	33				
4	98--05	1	0569-0	33				
4	98--06	1	0569-0	33				
4	98--07	1	0569-0	33				
4	98--08	1	1111-0	1		2336	2146	190
4	98--09	1	1619-0	33				
4	98--10	1	1837-0	1		3015	2739	276
4	98--11	1	1839-0	1		3043	2773	270
4	98--13	1	1135-0	1		2649	2439	210
4	98--15	1	0769-0	1		2226	2028	198
4	98--18	1	1537-0	1		2413	2293	120

***SEE ATTACHED SHEET FOR CODING DESIGNATIONS.**

1042

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	98--19	1	1619-0	33				
4	98--38	1	1611-0	33				
4	98--39	1	1611-0	33				
4	98--41	1	1635-0	33				
4	98--42	1	1235-0	1		2769	2593	176
4	98--43	1	0867-0	1		3474	3319	155
4	98--44	1	1535-0	33				
4	98--45	1	1635-0	33				
4	98--47	1	1837-0	1		2963	2637	326
4	97--34	1	0769-0	1		2375	2048	327
4	98--14	1	1619-0	33				
4	98--16	1	1619-9	31				
4	98--20	1	1637-0	1		2914	2618	296
4	98--57	1	1619-0	33				
4	98--58	1	1619-0	33				
4	98--59	1	1111-0	2	1	2214	1989	225
4	98--60	1	1867-0	33				
4	98--61	1	1111-0	33				
4	98--66	1	1837-0	33				
4	98--67	1	0867-0	33				
4	98--68	1	1835-0	33				
4	98--70	1	1619-0	33				
4	98--84	1	1619-0	33				
4	98--85	1	1635-0	33				
4	98--90	1	1619-0	33				
4	98--91	1	1619-0	33				
4	98--94	1	1635-0	33				
4	99--04	1	1839-0	33				
4	98--23	1	1837-0	33				
4	98--24	1	1837-0	33				
4	98--25	1	1837-0	33				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	98--28	1	1839-0	33		2489	2216	273
4	98--30	1	1837-0	33		2599	2328	271
4	98--31	1	1837-0	33		2213	1987	226
4	98--32	1	1839-0	33		3292	2756	536
4	98--33	1	1837-0	33		3358	2993	365
4	98--34	1	1839-0	33				
4	98--35	1	1839-0	33				
4	98--36	1	1839-0	33				
4	98--37	1	1839-0	33				
4	98--38	1	1839-0	33				
4	98--39	1	1837-0	33				
4	98--40	1	1835-0	33				
4	98--41	1	1835-0	33				
4	98--42	1	1835-0	33				
4	98--43	1	1835-0	33				
4	98--44	1	1835-0	33				
4	98--45	1	1835-0	33				
4	98--46	1	1835-0	33				
4	98--47	1	1835-0	33				
4	98--48	1	1835-0	33				
4	98--49	1	1835-0	33				
4	98--50	1	1835-0	33				
4	98--51	1	1835-0	33				
4	98--52	1	1835-0	33				
4	98--53	1	1835-0	33				
4	98--54	1	1835-0	33				
4	98--55	1	1835-0	33				
4	98--56	1	1835-0	33				
4	98--57	1	1835-0	33				
4	98--58	1	1835-0	33				
4	98--59	1	1835-0	33				
4	98--60	1	1835-0	33				
4	98--61	1	1835-0	33				
4	98--62	1	1835-0	33				
4	98--63	1	1835-0	33				
4	98--64	1	1835-0	33				
4	98--65	1	1835-0	33				
4	98--66	1	1835-0	33				
4	98--67	1	1835-0	33				
4	98--68	1	1835-0	33				
4	98--69	1	1835-0	33				
4	98--70	1	1835-0	33				
4	98--71	1	1835-0	33				
4	98--72	1	1835-0	33				
4	98--73	1	1835-0	33				
4	98--74	1	1835-0	33				
4	98--75	1	1835-0	33				
4	98--76	1	1835-0	33				
4	98--77	1	1835-0	33				
4	98--78	1	1835-0	33				
4	98--79	1	1835-0	33				
4	98--80	1	1835-0	33				
4	98--81	1	1835-0	33				
4	98--82	1	1835-0	33				
4	98--83	1	1835-0	33				
4	98--84	1	1835-0	33				
4	98--85	1	1835-0	33				
4	98--86	1	1835-0	33				
4	98--87	1	1835-0	33				
4	98--88	1	1835-0	33				
4	98--89	1	1835-0	33				
4	98--90	1	1835-0	33				
4	98--91	1	1835-0	33				
4	98--92	1	1835-0	33				
4	98--93	1	1835-0	33				
4	98--94	1	1835-0	33				
4	98--95	1	1835-0	33				
4	98--96	1	1835-0	33				
4	98--97	1	1835-0	33				
4	98--98	1	1835-0	33				
4	98--99	1	1835-0	33				
4	98--100	1	1835-0	33				
4	98--101	1	1835-0	33				
4	98--102	1	1835-0	33				
4	98--103	1	1835-0	33				
4	98--104	1	1835-0	33				
4	98--105	1	1835-0	33				
4	98--106	1	1835-0	33				
4	98--107	1	1835-0	33				
4	98--108	1	1835-0	33				
4	98--109	1	1835-0	33				
4	98--110	1	1835-0	33				
4	98--111	1	1835-0	33				
4	98--112	1	1835-0	33				
4	98--113	1	1835-0	33				
4	98--114	1	1835-0	33				
4	98--115	1	1835-0	33				
4	98--116	1	1835-0	33				
4	98--117	1	1835-0	33				
4	98--118	1	1835-0	33				
4	98--119	1	1835-0	33				
4	98--120	1	1835-0	33				
4	98--121	1	1835-0	33				
4	98--122	1	1835-0	33				
4	98--123	1	1835-0	33				
4	98--124	1	1835-0	33				
4	98--125	1	1835-0	33				
4	98--126	1	1835-0	33				
4	98--127	1	1835-0	33				
4	98--128	1	1835-0	33				
4	98--129	1	1835-0	33				
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4	98--131	1	1835-0	33				
4	98--132	1	1835-0	33				
4	98--133	1	1835-0	33				
4	98--134	1	1835-0	33				
4	98--135	1	1835-0	33				
4	98--136	1	1835-0	33				
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4	98--140	1	1835-0	33				
4	98--141	1	1835-0	33				
4	98--142	1	1835-0	33				
4	98--143	1	1835-0	33				
4	98--144	1	1835-0	33				
4	98--145	1	1835-0	33				
4	98--146	1	1835-0	33				
4	98--147	1	1835-0	33				
4	98--148	1	1835-0	33				
4	98--149	1	1835-0	33				
4	98--150	1	1835-0	33				
4	98--151	1	1835-0	33				
4	98--152	1	1835-0	33				
4	98--153	1	1835-0	33				
4	98--154	1	1835-0	33				
4	98--155	1	1835-0	33				
4	98--156	1	1835-0	33				
4	98--157	1	1835-0	33				
4	98--158	1	1835-0	33				
4	98--159	1	1835-0	33				
4	98--160	1	1835-0	33				
4	98--161	1	1835-0	33				
4	98--162	1	1835-0	33				
4	98--163	1	1835-0	33				
4	98--164	1	1835-0	33				
4	98--165	1	1835-0	33				
4	98--166	1	1835-0	33				
4	98--167	1	1835-0	33				
4	98--168	1	1835-0	33				
4	98--169	1	1835-0	33				
4	98--170	1	1835-0	33				
4	98--171	1	1835-0	33				
4	98--172	1	1835-0	33				
4	98--173	1	1835-0	33				
4	98--174	1	1835-0	33				
4	98--175	1	1835-0	33				
4	98--176	1	1835-0	33				
4	98--177	1	1835-0	33				
4	98--178	1	1835-0	33				
4	98--179	1	1835-0	33				
4	98--180	1	1835-0	33				
4	98--181	1	1835-0	33				
4	98--182	1	1835-0	33				
4	98--183	1	1835-0	33				
4	98--184	1	1835-0	33				
4	98--185	1	1835-0	33				
4	98--186	1	1835-0	33				
4	98--187	1	1835-0	33				
4	98--188	1	1835-0	33				
4	98--189	1	1835-0	33				
4	98--190	1	1835-0	33				
4	98--191	1	1835-0	33				
4	98--192	1	1835-0	33				
4	98--193	1	1835-0	33				
4	98--194	1	1835-0	33				
4	98--195	1	1835-0	33				
4	98--196	1	1835-0	33				
4	98--197	1	1835-0	33				
4	98--198	1	1835-0	33				
4	98--199	1	1835-0	33				
4	98--200	1	1835-0	33				

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238
2333
2571
2229
2094
2746
286
315
314

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	99--55	1	1619-0	33				
4	99--63	1	1837-0	1		3121	2598	523
4	99--67	1	1837-0	1		2799	2614	185
4	99--69	1	1611-0	33				
4	99--70	1	1837-0	1				
4	99--73	1	1635-0	1		2933	2467	466
4	99--76	1	1511-0	33		3008	2702	306
4	99--77	1	0569-0	33				
4	99--78	1	1619-0	33				
4	99--79	1	1635-0	33				
4	99--82	1	0569-0	33				
4	99--83	1	0569-0	1				
4	100--00	1	1619-0	33		2222	1825	397
4	100--06	1	1837-0	1		2844	2651	193
4	100--08	1	0769-0	33				
4	100--09	1	0769-0	33				
4	100--11	1	1115-0	1				
4	100--13	1	1645-0	1		2818	2561	257
4	100--28	1	1619-0	33		2929	2747	182
4	100--29	1	1611-0	33				
4	100--30	1	1635-0	33				
4	100--32	1	0569-0	33				
4	100--33	1	1837-0	1		3017	2630	387
4	100--35	1	1619-0	1				
4	100--37	1	1635-0	1		3054	2369	291
4	100--40	1	1211-0	1		2251	2768	286
4	100--46	1	1635-0	33			2041	210
4	100--47	1	1619-0	33				
4	100--57	1	0769-0	1				
4	100--64	1	1511-0	1		2168	1957	211
4	98--72	1	1837-0	33		2503	2269	234
4	99--52	1	0769-0	33				
4	99--86	1	1867-0	33				

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[fol. 1628]

DEALER - COURTESY

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DEALER
NO.

INVOICE NO.

MONTH
SOLDMODEL NO.
AND
YEARTYPE OF
SALE*OUTLET
NO.*NET
SELLING
PRICE TO
CUSTOMERDEALER
INVOICE

MARKUP

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100--01	1	1619-0	33		2584	2003	581
100--04	1	1837-0	33				
100--12	1	0569-0	33				
100--15	1	1839-0	33				
100--17	1	1837-0	33				
100--31	1	1635-0	33				
100--38	1	1115-0	33				
100--41	1	1111-0	1				
100--42	1	1839-0	33				
100--43	1	1219-0	2	1	2465	2259	206
100--44	1	1867-9	31				
100--52	1	1839-0	33				
100--54	1	1839-0	1				
100--55	1	1867-0	1		3162	2819	343
100--56	1	1837-0	1		3340	3086	254
100--58	1	0867-0	1		3046	2541	505
100--59	1	1867-0	1		3858	3517	341
100--60	1	1211-0	1		3183	2820	363
100--62	1	0769-0	1		2550	2236	314
100--63	1	1619-0	1		2290	2073	217
98--88	1	0769-0	33				
99--02	1	1635-0	1		2468	2100	368
99--53	1	1837-0	1		3040	2554	486
99--75	1	1867-0	1		2957	2746	211
100--27	1	1837-0	1		3242	3014	228
100--39	1	1619-0	1		2860	2536	324
100--53	1	0769-C	1		2543	2385	158
100--61	1	0769-0	1		2249	2046	201
100--65	1	0867-0	1		2151	1996	155
100--66	1	1211-0	1		3929	3493	436
100--67	1	1211-0	1		2640	2277	363
100--68	1	1211-0	1		2944	2646	363
100--69	1	1211-0	1		2944	2646	363
100--70	1	1211-0	1		2944	2646	363
100--71	1	1211-0	1		2944	2646	363
100--72	1	1211-0	1		2944	2646	363
100--73	1	1211-0	1		2944	2646	363
100--74	1	1211-0	1		2944	2646	363
100--75	1	1211-0	1		2944	2646	363
100--76	1	1211-0	1		2944	2646	363
100--77	1	1211-0	1		2944	2646	363
100--78	1	1211-0	1		2944	2646	363
100--79	1	1211-0	1		2944	2646	363
100--80	1	1211-0	1		2944	2646	363
100--81	1	1211-0	1		2944	2646	363
100--82	1	1211-0	1		2944	2646	363
100--83	1	1211-0	1		2944	2646	363
100--84	1	1211-0	1		2944	2646	363
100--85	1	1211-0	1		2944	2646	363
100--86	1	1211-0	1		2944	2646	363
100--87	1	1211-0	1		2944	2646	363
100--88	1	1211-0	1		2944	2646	363
100--89	1	1211-0	1		2944	2646	363
100--90	1	1211-0	1		2944	2646	363
100--91	1	1211-0	1		2944	2646	363
100--92	1	1211-0	1		2944	2646	363
100--93	1	1211-0	1		2944	2646	363
100--94	1	1211-0	1		2944	2646	363
100--95	1	1211-0	1		2944	2646	363
100--96	1	1211-0	1		2944	2646	363
100--97	1	1211-0	1		2944	2646	363
100--98	1	1211-0	1		2944	2646	363
100--99	1	1211-0	1		2944	2646	363
100--100	1	1211-0	1		2944	2646	363

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	100--90	2	1867-0	33				
4	100--95	2	1619-0	33				
4	101--00	2	1619-0	33				
4	101--01	2	1619-0	33				
4	101--02	2	1619-0	1				
4	101--04	2	1839-0	1		2685	2520	165
4	101--07	2	0769-0	33		3016	2858	158
4	101--08	2	1837-0	2	1	2978	2646	332
4	101--09	2	0769-0	2	1	2401	2109	292
4	101--10	2	0769-0	35				
4	101--13	2	1837-0	33				
4	101--16	2	0769-0	33				
4	101--20	2	1837-0	1				
4	101--28	2	1611-0	1		3051	2782	269
4	101--30	2	1867-0	33		2757	2450	307
4	101--34	2	1619-0	2				
4	101--48	2	1837-0	33	1	2662	2429	233
4	101--62	2	0569-0	1				
4	101--63	2	1837-0	1		2122	1875	247
4	101--69	2	1839-0	1		3107	2681	426
4	101--70	2	1839-0	1		2953	2745	208
4	101--73	2	1135-0	1		3179	2959	220
4	101--83	2	1837-0	1		2489	2309	180
4	101--86	2	1111-0	1		3143	2912	231
4	101--96	2	0769-0	2		2212	1989	223
4	102--27	2	0569-0	2	1	2296	2036	260
4	102--36	2	1111-0	1		2158	1825	333
4	101--17	2	1219-0	1		2167	1953	214
4	101--27	2	1839-0	1		2408	2255	153
4	101--29	2	1619-0	33		2884	2742	142
4	101--32	2	1235-0	2	1			
4	101--33	2	1839-0	33		2755	2535	220
4	101--50	2	1839-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	102--41	2	1837-0	33				
4	102--43	2	0569-0	33				
4	102--44	2	0569-0	33				
4	102--53	2	1619-0	33				
4	102--75	2	1837-0	33				
4	102--78	2	0769-0	33				
4	102--82	2	1837-0	35				
4	102--85	2	1837-0	2	1	2746	2527	219
4	102--92	2	1819-0	33				
4	103--10	2	1837-0	33				
4	101--67	2	1645-0	1				
4	101--82	2	1619-9	31		3064	2837	227
4	102--15	2	1611-0	1				
4	102--23	2	1867-0	1		2587	2404	183
4	102--26	2	0727-0	1		2839	2636	203
4	102--35	2	1835-0	1		2574	2103	471
4	101--12	2	0769-0	1		3201	2950	251
4	101--35	2	0769-0	1		2233	1990	243
4	101--68	2	1837-0	1		2385	2080	305
4	102--20	2	1837-0	1		3369	2747	622
4	102--24	2	1535-0	1		2860	2696	164
4	102--55	2	1119-0	1		2919	2543	376
4	103--11	2	0727-0	1		2235	2002	233
4	103--37	2	1215-0	1		2543	2079	464
4	101--58	2	1619-0	33		2536	2328	208
4	101--90	2	0769-0	35				
4	102--31	2	1839-0	33				
4	102--32	2	1839-0	33				
4	102--33	2	1839-0	33				
4	102--37	2	1619-0	33				
4	102--58	2	1839-0	33				
4	102--76	2	1637-0	33				
4	102--77	2	0769-0	33				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	102--79	2	1635-0	33				
4	102--80	2	0769-0	33				
4	102--90	2	0769-0	1			1889	163
4	102--93	2	1619-0	33				
4	103--01	2	1835-0	33				
4	103--03	2	1837-0	33				
4	103--04	2	0769-0	33				
4	103--05	2	0769-0	33		2052		
4	103--06	2	1611-0	33				
4	103--07	2	1619-0	33				
4	103--08	2	1837-0	33				
4	103--25	2	0569-0	33				
4	103--31	2	1619-0	33				
4	103--32	2	1619-0	33				
4	103--33	2	1619-0	33				
4	103--70	2	1619-0	33				
4	103--95	2	0569-0	33		2134	2018	116
4	101--81	2	1837-0	33				
4	102--18	2	1839-0	1				
4	102--56	2	1111-0	1				
4	102--73	2	0769-0	1				
4	102--88	2	1839-0	1				
4	103--28	2	1835-0	1				
4	100--96	2	1837-0	1				
4	101--24	2	1635-0	33				
4	101--54	2	1619-0	33				
4	101--87	2	0769-0	33				
4	102--10	2	1639-0	33				
4	102--16	2	1619-0	33				
4	102--38	2	1839-0	33				
4	102--57	2	1837-0	33				
4	103--14	2	1611-0	33				
4	103--15	2	1611-0	33				
4	103--16	2	1611-0	33				
4	103--17	2	1611-0	33				
4	103--18	2	1611-0	33				
4	103--19	2	1611-0	33				
4	103--20	2	1611-0	33				
4	103--21	2	1611-0	33				
4	103--22	2	1611-0	33				
4	103--23	2	1611-0	33				
4	103--24	2	1611-0	33				
4	103--25	2	1611-0	33				
4	103--26	2	1611-0	33				
4	103--27	2	1611-0	33				
4	103--28	2	1611-0	33				
4	103--29	2	1611-0	33				
4	103--30	2	1611-0	33				
4	103--31	2	1611-0	33				
4	103--32	2	1611-0	33				
4	103--33	2	1611-0	33				
4	103--34	2	1611-0	33				
4	103--35	2	1611-0	33				
4	103--36	2	1611-0	33				
4	103--37	2	1611-0	33				
4	103--38	2	1611-0	33				
4	103--39	2	1611-0	33				
4	103--40	2	1611-0	33				
4	103--41	2	1611-0	33				
4	103--42	2	1611-0	33				
4	103--43	2	1611-0	33				
4	103--44	2	1611-0	33				
4	103--45	2	1611-0	33				
4	103--46	2	1611-0	33				
4	103--47	2	1611-0	33				
4	103--48	2	1611-0	33				
4	103--49	2	1611-0	33				
4	103--50	2	1611-0	33				
4	103--51	2	1611-0	33				
4	103--52	2	1611-0	33				
4	103--53	2	1611-0	33				
4	103--54	2	1611-0	33				
4	103--55	2	1611-0	33				
4	103--56	2	1611-0	33				
4	103--57	2	1611-0	33				
4	103--58	2	1611-0	33				
4	103--59	2	1611-0	33				
4	103--60	2	1611-0	33				
4	103--61	2	1611-0	33				
4	103--62	2	1611-0	33				
4	103--63	2	1611-0	33				
4	103--64	2	1611-0	33				
4	103--65	2	1611-0	33				
4	103--66	2	1611-0	33				
4	103--67	2	1611-0	33				
4	103--68	2	1611-0	33				
4	103--69	2	1611-0	33				
4	103--70	2	1611-0	33				
4	103--71	2	1611-0	33				
4	103--72	2	1611-0	33				
4	103--73	2	1611-0	33				
4	103--74	2	1611-0	33				
4	103--75	2	1611-0	33				
4	103--76	2	1611-0	33				
4	103--77	2	1611-0	33				
4	103--78	2	1611-0	33				
4	103--79	2	1611-0	33				
4	103--80	2	1611-0	33				
4	103--81	2	1611-0	33				
4	103--82	2	1611-0	33				
4	103--83	2	1611-0	33				
4	103--84	2	1611-0	33				
4	103--85	2	1611-0	33				
4	103--86	2	1611-0	33				
4	103--87	2	1611-0	33				
4	103--88	2	1611-0	33				
4	103--89	2	1611-0	33				
4	103--90	2	1611-0	33				
4	103--91	2	1611-0	33				
4	103--92	2	1611-0	33				
4	103--93	2	1611-0	33				
4	103--94	2	1611-0	33				
4	103--95	2	1611-0	33				
4	103--96	2	1611-0	33				
4	103--97	2	1611-0	33				
4	103--98	2	1611-0	33				
4	103--99	2	1611-0	33				
4	103--100	2	1611-0	33				
4	103--101	2	1611-0	33				
4	103--102	2	1611-0	33				
4	103--103	2	1611-0	33				
4	103--104	2	1611-0	33				
4	103--105	2	1611-0	33				
4	103--106	2	1611-0	33				
4	103--107	2	1611-0	33				
4	103--108	2	1611-0	33				
4	103--109	2	1611-0	33				
4	103--110	2	1611-0	33				
4	103--111	2	1611-0	33				
4	103--112	2	1611-0	33				
4	103--113	2	1611-0	33				
4	103--114	2	1611-0	33				
4	103--115	2	1611-0	33				
4	103--116	2	1611-0	33				
4	103--117	2	1611-0	33				
4	103--118	2	1611-0	33				
4	103--119	2	1611-0	33				
4	103--120	2	1611-0	33				
4	103--121	2	1611-0	33				
4	103--122	2	1611-0	33				
4	103--123	2	1611-0	33				
4	103--124	2	1611-0	33				
4	103--125	2	1611-0	33				
4	103--126	2	1611-0	33				
4	103--127	2	1611-0	33				
4	103--128	2	1611-0	33				
4	103--129	2	1611-0	33				
4	103--130	2	1611-0	33				
4	103--131	2	1611-0	33				
4	103--132	2	1611-0	33				
4	103--133	2	1611-0	33				
4	103--134	2	1611-0	33				
4	103--135	2	1611-0	33				
4	103--136	2	1611-0	33				
4	103--137	2	1611-0	33				
4	103--138	2	1611-0	33				
4	103--139	2	1611-0	33				
4	103--140	2	1611-0	33				
4	103--141	2	1611-0	33				
4	103--142	2	1611-0	33				
4	103--143	2	1611-0	33				
4	103--144	2	1611-0	33				
4	103--145	2	1611-0	33				
4	103--146	2	1611-0	33				
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4	103--157	2	1611-0	33				
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4	103--159	2	1611-0	33				
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4	103--167	2	1611-0	33				
4	103--168	2	1611-0	33				
4	103--169	2	1611-0	33				
4	103--170	2	1611-0	33				
4	103--171	2	1611-0	33				
4	103--172	2	1611-0	33				
4	103--173	2	1611-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO. #	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	103--36	2	1511-0	33		3169	2717	452
4	103--38	2	0569-0	33		2160	1953	207
4	103--39	2	0569-0	33		3103	2805	298
4	103--40	2	0569-0	33		2350	2092	258
4	100--91	2	1837-0	1		2303	1926	377
4	101--57	2	1111-0	1		2951	2741	210
4	102--25	2	1837-0	1		2230	2046	184
4	103--17	2	0769-0	1				
4	103--29	2	0769-0	1				
4	103--85	2	1837-0	1				
4	103--86	2	0769-0	1				
4	100--99	2	1635-0	33				
4	101--05	2	0769-0	33				
4	101--53	2	1635-0	33				
4	101--65	2	0769-0	33				
4	102--19	2	1635-0	33				
4	102--22	2	1837-0	33				
4	102--29	2	1839-0	33				
4	102--30	2	1839-0	33				
4	102--63	2	0769-0	32				
4	102--64	2	0769-0	32				
4	100--93	2	1839-0	33				
4	101--14	2	1837-0	33				
4	102--42	2	1839-0	33				
4	102--83	2	0769-0	2	1	2348	2078	270
4	103--02	2	0769-0	33				
4	103--34	2	0769-0	33				
4	103--41	2	1837-0	33				
4	103--42	2	1839-0	33				
4	103--71	2	1115-0	33				
4	103--73	2	1635-0	2	1	2854	2580	274
4	103--76	2	1837-0	2	1	3002	2723	279
4	103--77	2	1767-0	2	1	3012	2727	285

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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[fol. 1634]

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
4	104--19	2	1837-0	33				
4	104--20	2	1837-0	33				
4	104--26	2	1837-0	33				
4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
4	103--13	2	1839-0	1				
4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
4	104--49	2	1455-0	1				
4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
4	104--19	2	1837-0	33				
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4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
4	103--13	2	1839-0	1				
4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
4	104--49	2	1455-0	1				
4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
4	104--19	2	1837-0	33				
4	104--20	2	1837-0	33				
4	104--26	2	1837-0	33				
4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
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4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
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4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
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4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
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4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
4	104--49	2	1455-0	1				
4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
4	104--19	2	1837-0	33				
4	104--20	2	1837-0	33				
4	104--26	2	1837-0	33				
4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
4	103--13	2	1839-0	1				
4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
4	104--49	2	1455-0	1				
4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				
4	104--09	2	1837-0	33				
4	104--19	2	1837-0	33				
4	104--20	2	1837-0	33				
4	104--26	2	1837-0	33				
4	104--27	2	1837-0	33				
4	104--38	2	1235-0	33				
4	104--42	2	1837-0	1				
4	104--57	2	1837-0	33				
4	103--51	2	1837-0	1				
4	103--52	2	1837-0	1				
4	103--53	2	1839-0	1				
4	103--83	2	1837-0	1				
4	103--91	2	1219-0	1				
4	104--21	2	1839-0	1				
4	104--43	2	0769-0	1				
4	104--50	2	1837-0	1				
4	103--13	2	1839-0	1				
4	104--31	2	1839-0	1				
4	103--47	2	0527-0	1				
4	104--49	2	1455-0	1				
4	104--50	2	1455-0	1				
4	103--82	2	1837-0	1				
4	103--94	2	1839-0	33				
4	103--96	2	1839-0	33				
4	103--98	2	1839-0	33				
4	104--00	2	1839-0	33				
4	104--02	2	1839-0	33				
4	104--03	2	1839-0	33				
4	104--04	2	1839-0	33				
4	104--05	2	0769-0	33				
4	104--07	2	1111-0	1				
4	104--08	2	1619-0	34				

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DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	104--66	2	1839-0	33				
4	104--77	2	1837-0	2	1	2830	2585	245
4	104--78	2	0769-0	2	1	2344	2081	263
4	104--79	2	1837-0	34	12			
4	104--80	2	1619-0	35				
4	104--81	2	1511-0	34	12			
4	104--82	2	0769-0	34	12			
4	104--83	2	1837-0	33				
4	104--84	2	1837-0	33				
4	104--85	2	1837-0	33				
4	104--86	2	1837-0	33				
4	104--87	2	1837-0	33				
4	104--88	2	1837-0	33				
4	104--89	2	1837-0	33		3042	2926	116
4	105--28	2	1867-0	1				
4	105--63	2	1839-0	33				
4	105--64	2	1619-0	33				
4	103--88	2	1837-0	1				
4	103--90	2	0769-0	1				
4	104--45	2	1635-0	1				
4	104--46	2	1635-0	1				
4	104--58	2	0769-0	1				
4	105--18	2	0769-0	1				
4	105--20	2	1611-0	1				
4	105--22	2	1637-0	1				
4	105--26	2	1819-9	31		4025	3674	351
4	105--27	2	0867-0	1				
4	105--29	2	1221-9	31				
4	105--30	2	1519-0	1				
4	105--71	2	1645-0	1		2485	2267	218
4	105--72	2	1611-0	1		3164	2843	321
4	105--73	2	1611-0	1				
4	105--74	2	1611-0	1				
4	105--75	2	1611-0	1				
4	105--76	2	1611-0	1				
4	105--77	2	1611-0	1				
4	105--78	2	1611-0	1				
4	105--79	2	1611-0	1				
4	105--80	2	1611-0	1				
4	105--81	2	1611-0	1				
4	105--82	2	1611-0	1				
4	105--83	2	1611-0	1				
4	105--84	2	1611-0	1				
4	105--85	2	1611-0	1				
4	105--86	2	1611-0	1				
4	105--87	2	1611-0	1				
4	105--88	2	1611-0	1				
4	105--89	2	1611-0	1				
4	105--90	2	1611-0	1				
4	105--91	2	1611-0	1				
4	105--92	2	1611-0	1				
4	105--93	2	1611-0	1				
4	105--94	2	1611-0	1				
4	105--95	2	1611-0	1				
4	105--96	2	1611-0	1				
4	105--97	2	1611-0	1				
4	105--98	2	1611-0	1				
4	105--99	2	1611-0	1				
4	105--100	2	1611-0	1				

DEALER INVOICE NO. MONTH AND YEAR OF SALE NET SELLING PRICE TO CUSTOMER DEALER INVOICE MARKUP

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	105--52	2	1635-0	1		3060	2714	346
4	105--60	2	1837-0	1		2876	2649	227
4	105--62	2	0769-0	1		2335	2099	236
4	106--00	2	1211-0	1		2714	2177	537
4	100--97	2	1235-0	33				
4	102--81	2	1635-0	33				
4	104--72	2	1619-0	33				
4	104--76	2	1867-0	1				
4	105--33	2	1235-0	33		2963	2812	151
4	105--34	2	1837-0	33				
4	105--35	2	0769-0	2	1	2260	2013	247
4	105--36	2	1235-0	33				
4	105--39	2	0867-0	33				
4	105--53	2	0569-0	33				
4	105--69	2	1837-0	1				
4	105--70	2	1835-0	35		2737	2613	124
4	105--73	2	1619-0	33				
4	105--92	2	1839-0	33				
4	105--93	2	1635-0	33				
4	105--94	2	1611-0	33				
4	105--95	2	1635-0	33				
4	106--03	2	1837-0	33				
4	106--06	2	0569-0	33				
4	106--08	2	0769-0	33				
4	106--20	2	1837-0	33				
4	106--21	2	1635-0	33				
4	106--22	2	0769-0	33				
4	106--23	2	0769-0	33				
4	106--24	2	1611-0	33				
4	106--25	2	1837-0	33				
4	104--37	2	1837-0	1				
4	104--73	2	1211-0	1				
4	105--46	2	1839-0	1				
						2964	2727	237
						2374	2176	198
						2836	2645	191

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	105--67	2	1221-9	31		2743	2556	187
4	105--96	2	1837-0	1		2963	2684	279
4	105--41	2	1837-0	1		2940	2730	210
4	105--47	2	1635-0	1		2866	2574	292
4	105--54	2	1837-0	1				
4	105--77	2	1839-9	31				
4	105--88	2	1837-0	1		3049	2556	493
4	105--99	2	0769-0	1		2471	2136	335
4	106--11	2	1611-0	1		2566	2368	198
4	106--14	2	1837-0	1		2990	2567	423
4	106--26	2	1511-0	1		2540	2351	189
4	106--78	2	1111-0	1		2168	1911	257
4	105--78	2	1837-0	32				
4	105--87	2	1111-0	33				
4	105--91	2	1837-0	32				
4	106--16	2	0727-0	33				
4	106--18	2	0769-0	33				
4	106--19	2	0769-0	33				
4	106--34	2	1119-0	1				
4	106--35	2	0727-0	35				
4	106--36	2	1619-0	33				
4	106--40	2	0569-0	33				
4	106--43	2	1635-0	33				
4	106--44	2	1619-0	33				
4	105--89	2	1519-0	1				
4	106--28	2	0769-0	35				
4	106--37	2	1839-9	31				
4	106--56	2	1119-0	33				
4	107--34	2	0727-0	33				
4	108--12	2	0537-0	1				
4	108--13	2	0537-0	1				
4	108--14	2	0537-0	1				
4	108--15	2	0537-0	1				
4	108--16	2	0537-0	1				
4	108--17	2	0537-0	1				
4	108--18	2	0537-0	1				
4	108--19	2	0537-0	1				
4	108--20	2	0537-0	1				
4	108--21	2	0537-0	1				
4	108--22	2	0537-0	1				
4	108--23	2	0537-0	1				
4	108--24	2	0537-0	1				
4	108--25	2	0537-0	1				
4	108--26	2	0537-0	1				
4	108--27	2	0537-0	1				
4	108--28	2	0537-0	1				
4	108--29	2	0537-0	1				
4	108--30	2	0537-0	1				
4	108--31	2	0537-0	1				
4	108--32	2	0537-0	1				
4	108--33	2	0537-0	1				
4	108--34	2	0537-0	1				
4	108--35	2	0537-0	1				
4	108--36	2	0537-0	1				
4	108--37	2	0537-0	1				
4	108--38	2	0537-0	1				
4	108--39	2	0537-0	1				
4	108--40	2	0537-0	1				
4	108--41	2	0537-0	1				
4	108--42	2	0537-0	1				
4	108--43	2	0537-0	1				
4	108--44	2	0537-0	1				
4	108--45	2	0537-0	1				
4	108--46	2	0537-0	1				
4	108--47	2	0537-0	1				
4	108--48	2	0537-0	1				
4	108--49	2	0537-0	1				
4	108--50	2	0537-0	1				
4	108--51	2	0537-0	1				
4	108--52	2	0537-0	1				
4	108--53	2	0537-0	1				
4	108--54	2	0537-0	1				
4	108--55	2	0537-0	1				
4	108--56	2	0537-0	1				
4	108--57	2	0537-0	1				
4	108--58	2	0537-0	1				
4	108--59	2	0537-0	1				
4	108--60	2	0537-0	1				
4	108--61	2	0537-0	1				
4	108--62	2	0537-0	1				
4	108--63	2	0537-0	1				
4	108--64	2	0537-0	1				
4	108--65	2	0537-0	1				
4	108--66	2	0537-0	1				
4	108--67	2	0537-0	1				
4	108--68	2	0537-0	1				
4	108--69	2	0537-0	1				
4	108--70	2	0537-0	1				
4	108--71	2	0537-0	1				
4	108--72	2	0537-0	1				
4	108--73	2	0537-0	1				
4	108--74	2	0537-0	1				
4	108--75	2	0537-0	1				
4	108--76	2	0537-0	1				
4	108--77	2	0537-0	1				
4	108--78	2	0537-0	1				
4	108--79	2	0537-0	1				
4	108--80	2	0537-0	1				
4	108--81	2	0537-0	1				
4	108--82	2	0537-0	1				
4	108--83	2	0537-0	1				
4	108--84	2	0537-0	1				
4	108--85	2	0537-0	1				
4	108--86	2	0537-0	1				
4	108--87	2	0537-0	1				
4	108--88	2	0537-0	1				
4	108--89	2	0537-0	1				
4	108--90	2	0537-0	1				
4	108--91	2	0537-0	1				
4	108--92	2	0537-0	1				
4	108--93	2	0537-0	1				
4	108--94	2	0537-0	1				
4	108--95	2	0537-0	1				
4	108--96	2	0537-0	1				
4	108--97	2	0537-0	1				
4	108--98	2	0537-0	1				
4	108--99	2	0537-0	1				
4	108--100	2	0537-0	1				
4	108--101	2	0537-0	1				
4	108--102	2	0537-0	1				
4	108--103	2	0537-0	1				
4	108--104	2	0537-0	1				
4	108--105	2	0537-0	1				
4	108--106	2	0537-0	1				
4	108--107	2	0537-0	1				
4	108--108	2	0537-0	1				
4	108--109	2	0537-0	1				
4	108--110	2	0537-0	1				
4	108--111	2	0537-0	1				
4	108--112	2	0537-0	1				
4	108--113	2	0537-0	1				
4	108--114	2	0537-0	1				
4	108--115	2	0537-0	1				
4	108--116	2	0537-0	1				
4	108--117	2	0537-0	1				
4	108--118	2	0537-0	1				
4	108--119	2	0537-0	1				
4	108--120	2	0537-0	1				
4	108--121	2	0537-0	1				
4	108--122	2	0537-0	1				
4	108--123	2	0537-0	1				
4	108--124	2	0537-0	1				
4	108--125	2	0537-0	1				
4	108--126	2	0537-0	1				
4	108--127	2	0537-0	1				
4	108--128	2	0537-0	1				
4	108--129	2	0537-0	1				
4	108--130	2	0537-0	1				
4	108--131	2	0537-0	1				
4	108--132	2	0537-0	1				
4	108--133	2	0537-0	1				
4	108--134	2	0537-0	1				
4	108--135	2	0537-0	1				
4	108--136	2	0537-0	1				
4	108--137	2	0537-0	1				
4	108--138	2	0537-0	1				
4	108--139	2	0537-0	1				
4	108--140	2	0537-0	1				
4	108--141	2	0537-0	1				
4	108--142	2	0537-0	1				
4	108--143	2	0537-0	1				
4	108--144	2	0537-0	1				
4	108--145	2	0537-0	1				
4	108--146	2	0537-0	1				
4	108--147	2	0537-0	1				
4	108--148	2	0537-0	1				
4	108--149	2	0537-0	1				
4	108--150	2	0537-0	1				
4	108--151	2	0537-0	1				
4	108--152	2	0537-0	1				
4	108--153	2	0537-0	1				
4	108--154	2	0537-0	1				
4	108--155	2	0537-0	1				
4	108--156	2	0537-0	1				
4	108--157	2	0537-0	1				
4	108--158	2	0537-0	1				
4	108--159	2	0537-0	1				
4	108--160	2	0537-0	1				
4	108--161	2	0537-0	1				
4	108--162	2	0537-0	1				
4	108--163	2	0537-0	1				
4	108--164	2	0537-0	1				
4	108--165	2	0537-0	1				
4	108--166	2	0537-0	1				
4	108--167	2	0537-0	1				
4	108--168	2	0537-0	1				
4	108--169	2	0537-0	1				
4	108--170	2	0537-0	1				
4	108--171	2	0537-0	1				
4	108--172	2	0537-0	1				
4	108--173	2	0537-0	1				
4	108--174	2	0537-0	1				
4	108--175							

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	106--15	2	0569-0	1		2175	1864	311
4	106--38	2	1867-0	1		3094	2814	280
4	106--39	2	1867-9	31				
4	106--45	2	1511-0	1				
4	106--67	2	1867-0	1		2417	2060	357
4	106--76	2	1837-0	1		3135	2812	323
4	106--82	2	1121-0	1		2835	2624	211
4	106--41	2	0727-0	1		2062	1847	215
4	106--68	2	1839-0	1		2394	2062	332
4	106--75	2	0769-0	1		2889	2481	408
4	106--81	2	0727-0	1		2337	2079	258
4	107--10	2	0769-0	1		2249	2049	200
4	107--23	2	0569-0	1		2525	2048	477
4	107--29	2	1635-0	1		2141	1861	280
4	107--46	2	0867-0	1		3100	2847	253
4	105--09	2	1635-9	31		3809	3576	233
4	106--46	2	1837-0	1		2771	2611	160
4	106--58	2	0569-0	33				
4	106--72	2	1837-0	33				
4	106--73	2	1619-0	33				
4	106--80	2	0569-0	1				
4	107--01	2	1837-0	2	1	2105	1943	162
4	107--02	2	1839-0	35		2924	2536	388
4	107--26	2	1219-0	1		2496	2324	172
4	107--31	2	0727-0	34	12			
4	107--36	2	1235-0	35				
4	107--37	2	1235-0	35				
4	107--38	2	1611-0	1		2582	2445	137
4	107--47	2	1611-0	33				
4	107--48	2	1611-0	33				
4	107--54	2	1839-0	33				
4	107--55	2	1235-0	33				
4	107--57	2	1111-0	1		2254	2081	173

***SEE ATTACHED SHEET FOR CODING DESIGNATIONS.**

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	107--59	2	1737-0	33				
4	106--57	2	0569-0	33		2978	2813	165
4	106--66	2	1839-0	1				
4	107--03	2	1837-0	33				
4	107--32	2	1211-0	1		2395	2252	143
4	107--33	2	1837-0	1		2750	2617	133
4	107--50	2	1837-0	1		2782	2619	163
4	107--60	2	1211-0	33				
4	107--62	2	1737-0	33				
4	107--64	2	1635-0	33				
4	107--67	2	0727-0	33				
4	107--70	2	1837-0	1				
4	105--43	2	0769-0	1		2995	2847	148
4	106--09	2	0769-0	1		2222	1901	321
4	106--71	2	1635-0	1		2192	1910	282
4	106--74	2	0867-0	1		3106	2807	299
4	106--84	2	1867-0	1		3908	3557	351
4	107--05	2	1511-0	1		3164	2933	231
4	107--22	2	0769-0	1		2319	2047	272
4	107--27	2	0727-0	1		2342	2061	281
4	107--40	2	0727-0	1		2409	2144	265
4	107--45	2	1111-0	1		2256	2004	252
4	107--49	2	1839-0	35		2070	1890	180
4	107--51	2	1111-0	1				
4	107--52	2	1619-0	1		2381	2195	186
4	107--53	2	1619-0	1		2632	2475	157
4	107--61	2	1837-0	1		2767	2560	207
4	107--63	2	1635-0	33		2826	2639	187
4	107--73	2	0769-0	1				
4	107--87	3	1837-0	1		2315	2048	267
4	107--88	3	1839-0	1		2888	2546	342
4	108--20	3	0727-0	1		2925	2685	240
4	108--20	3	0727-0	1		2413	2064	349

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349
2044
2013
0723-0
108--29

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	108--34	3	1837-0	1		3020	2569	451
4	108--39	3	0769-0	1		2612	2107	505
4	108--41	3	1511-0	1		2403	2194	209
4	108--43	3	1839-9	31				
4	108--53	3	0769-0	1		2386	2111	275
4	108--51	3	1635-0	1		2985	2757	228
4	108--56	3	1837-0	1		2825	2630	195
4	108--86	3	0727-0	1		2457	2063	394
4	108--91	3	0727-0	1		2434	2024	410
4	107--84	3	1839-0	33				
4	108--13	3	0727-0	33				
4	108--14	3	0727-0	33				
4	108--15	3	1839-0	33				
4	108--16	3	0727-0	33				
4	108--17	3	0727-0	33				
4	108--18	3	0867-0	2	1	4519	4136	383
4	108--21	3	1111-0	2	1	2356	2131	225
4	108--23	3	1837-0	33				
4	108--26	3	1839-0	33				
4	108--29	3	1645-9	31				
4	107--82	3	0727-0	1		2213	2035	178
4	108--44	3	1639-9	31				
4	108--72	3	1839-0	1		2807	2624	183
4	108--95	3	1839-0	1		3072	2760	312
4	107--42	3	1635-0	33				
4	107--86	3	1837-0	32				
4	108--20	3	1837-0	2	1	3004	2772	232
4	108--22	3	1839-0	34	12			
4	108--30	3	1637-0	33				
4	108--32	3	1637-0	33				
4	108--33	3	1837-0	32				
4	108--38	3	1519-0	33				
4	108--54	3	1619-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	108--75	3	1119-0	1		2348	2174	174
4	108--78	3	1519-0	33				
4	108--79	3	1519-0	33				
4	108--81	3	1519-0	33				
4	108--82	3	1619-0	33				
4	108--83	3	1519-0	33				
4	108--87	3	0727-0	33				
4	108--89	3	0727-0	2	1	2286	2028	258
4	109--09	3	1619-0	33		3422	3174	248
4	108--74	3	1837-0	1				
4	108--52	3	1837-0	33				
4	108--84	3	1619-0	33				
4	108--88	3	0769-0	1		2261	2094	167
4	109--19	3	0727-0	2	1	2262	2026	236
4	109--20	3	0769-0	33				
4	109--21	3	0727-0	34				
4	109--23	3	1111-0	33				
4	108--27	3	0727-0	35	12			
4	108--35	3	1737-0	1		2497	2281	216
4	108--37	3	1837-0	1		2875	2546	329
4	108--50	3	1837-0	1		2745	2581	164
4	108--55	3	1837-0	1		3231	2624	607
4	108--57	3	1611-0	1		2690	2456	234
4	108--71	3	1837-0	1		2574	2347	227
4	108--76	3	1867-0	1		3013	2839	174
4	108--94	3	1635-0	1		2863	2674	189
4	109--04	3	1611-0	1		2664	2453	211
4	109--08	3	1837-0	1		2923	2690	233
4	109--12	3	1837-0	1		3524	2654	870
4	109--17	3	1235-0	1		3036	2717	319
4	109--22	3	0727-0	1		2209	2027	182
4	109--23	3	0727-0	1		2027	1802	180
4	109--24	3	0727-0	1		2027	1802	180

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	109-93	3	0769-0	1		2293	2037	256
4	109-95	3	1611-0	1		2572	2400	172
4	108-19	3	1737-0	35				
4	108-24	3	1135-0	35				
4	108-36	3	1645-0	1				
4	108-58	3	1839-0	33		2782	2633	149
4	108-80	3	1519-0	33				
4	108-93	3	1837-0	33				
4	109-10	3	1119-0	33				
4	109-15	3	1837-0	34	12			
4	109-22	3	1837-0	34	12			
4	109-25	3	1839-0	33				
4	109-34	3	1837-0	1				
4	109-37	3	0727-0	2	1	2855	2688	167
4	109-40	3	1635-0	33		2344	2043	301
4	109-41	3	1837-0	33				
4	109-82	3	1867-9	31				
4	109-92	3	0569-0	1		2003	1853	150
4	108-90	3	1837-0	33				
4	109-06	3	1211-0	33				
4	109-45	3	1839-9	31				
4	109-48	3	1645-0	1		3215	3054	161
4	109-52	3	1619-0	33				
4	109-89	3	1635-0	35				
4	109-96	3	1839-9	31				
4	110-04	3	0769-0	1				
4	110-13	3	0727-0	1		2120	1948	172
4	110-41	3	0769-0	33		2189	2021	168
4	108-69	3	1121-0	1				
4	109-83	3	1867-9	31		2235	2002	233
4	110-08	3	1119-0	1				
4	110-11	3	1835-0	1		2216	2006	210
4	110-12	3	1839-0	1		3843	3566	277
4						2783	2551	232

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	110--22	3	0769-0	1		2349	2070	279
4	110--24	3	1211-0	1		2396	2202	194
4	110--25	3	1867-0	1		3028	2758	270
4	110--26	3	0769-0	1		2299	2078	221
4	110--36	3	0769-0	1		2165	1968	197
4	109--42	3	0769-0	33				
4	109--11	3	1119-0	33				
4	109--53	3	1619-0	33				
4	109--90	3	1839-0	33				
4	109--91	3	0727-0	33				
4	109--94	3	1635-0	33				
4	110--14	3	0727-0	33				
4	110--16	3	1511-0	1		2379	2224	155
4	110--17	3	0727-0	2	1	2315	2051	264
4	110--19	3	0727-0	35		2733	2562	171
4	110--27	3	1839-0	1				
4	110--28	3	1839-0	33				
4	110--32	3	0769-0	34				
4	110--33	3	1837-0	1		2481	2356	125
4	110--37	3	1645-0	1		3047	2907	140
4	110--39	3	0769-0	33				
4	110--47	3	1121-0	33	12			
4	110--48	3	1837-0	35				
4	110--56	3	1839-0	33				
4	110--66	3	1839-0	33				
4	110--88	3	1115-0	1		2535	2362	173
4	111--16	3	1235-0	33		3030	2881	149
4	111--23	3	1645-0	1				
4	111--24	3	1839-0	33				
4	111--25	3	1637-0	33				
4	111--26	3	1619-0	33				
4	111--27	3	1619-0	33				
4	111--28	3	1619-0	33				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
44	110--07	3	0769-0	1		2270	2087	183
44	110--58	3	1837-0	1		3004	2555	449
44	110--73	3	1839-0	1		3108	2766	342
44	110--87	3	1645-0	1		3127	2840	287
44	108--73	3	1835-0	1		3166	2964	202
44	109--75	3	0769-0	1		2190	1936	254
44	109--88	3	1837-0	1		2865	2641	224
44	110--52	3	1837-0	1		2836	2487	349
44	110--70	3	1867-0	1		3114	2932	182
44	110--77	3	1837-0	33				
44	110--82	3	1611-0	1		2670	2470	200
44	111--18	3	1611-0	1		2575	2344	231
44	111--20	3	0769-0	1		2247	2070	177
44	111--22	3	1211-0	1		2411	2243	168
44	108--85	3	1837-0	35				
44	109--36	3	1537-0	2	1	2589	2359	230
44	109--76	3	0727-0	2	1	2289	2028	261
44	109--86	3	1839-0	33				
44	110--06	3	1619-0	33				
44	110--20	3	0727-0	33				
44	110--23	3	1619-0	33				
44	110--34	3	0727-0	34				
44	110--35	3	1819-0	34				
44	110--38	3	0727-0	33				
44	110--54	3	1235-0	33				
44	110--64	3	1635-0	33				
44	110--68	3	1111-0	1				
44	110--78	3	0727-0	33				
44	110--84	3	0727-0	34				
44	110--85	3	1337-0	2				
44	110--89	3	1839-0	33				
44	110--90	3	1839-0	33				
44	111--19	3	1111-0	1				

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	109--44	3	1535-0	1		2756	2391	365
4	109--54	3	1839-0	1		3113	2716	397
4	109--77	3	1835-0	1		3273	3037	236
4	109--79	3	1867-0	1		3314	2895	419
4	110--50	3	1837-0	1		2963	2666	297
4	110--51	3	1837-0	1		3150	2753	397
4	110--65	3	1511-0	1		2360	2154	206
4	110--67	3	1819-0	1		3117	2934	183
4	111--45	3	0569-0	1		2380	1926	454
4	111--48	3	0727-0	1		2332	2049	283
4	111--49	3	1839-0	1		2811	2574	237
4	111--52	3	0727-0	1		2370	1985	385
4	111--71	3	1839-0	1	12	3093	2628	465
4	109--39	3	1645-0	34				
4	109--85	3	1839-0	33				
4	110--10	3	1639-0	33				
4	110--15	3	1611-0	33				
4	110--18	3	1839-0	33				
4	110--45	3	1867-0	33				
4	110--49	3	1837-0	2	1	2665	2425	240
4	110--53	3	1235-0	33				
4	110--59	3	1135-0	33				
4	110--63	3	1619-0	33				
4	110--71	3	1635-0	33				
4	110--72	3	1637-0	33				
4	110--86	3	1511-0	34	12			
4	110--91	3	1839-0	33				
4	111--43	3	0727-0	1		2180	2019	161
4	109--84	3	1839-0	1		2865	2694	171
4	110--05	3	1211-0	33				
4	110--73	3	1635-0	33				
4	110--44	3	1511-0	33				
4	110--44	3	1511-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	111-87	3	0769-0	1		2270	2104	166
4	111-88	3	1111-0	1		2172	2019	153
4	111-95	3	1635-0	33				
4	112-04	3	1619-0	33				
4	112-09	3	1635-0	33				
4	112-11	3	1635-0	1		2800	2626	174
4	112-07	3	1839-0	33				
4	112-08	3	1639-0	33				
4	112-46	3	1519-0	33				
4	112-48	3	1511-0	33				
4	112-53	3	0569-0	35				
4	112-57	3	1619-0	33				
4	112-59	3	1619-0	33				
4	112-62	3	1235-0	33		2835	2553	282
4	112-13	3	1837-0	1		2923	2626	297
4	112-49	3	1839-0	1		2666	2458	208
4	112-51	3	1611-0	1		2805	2536	269
4	112-52	3	1837-0	1		2327	2153	174
4	112-60	3	1211-0	1		2215	2036	179
4	112-45	3	1837-0	1		2946	2762	184
4	112-54	3	0527-0	1		2220	1944	276
4	112-73	3	1519-0	1		2538	2158	400
4	112-76	3	0867-0	1		3446	3187	259
4	112-80	3	1837-0	1		2961	2732	229
4	112-82	3	1619-0	33				
4	112-14	3	1619-0	33				
4	112-15	3	0527-0	33				
4	112-19	3	1645-0	1		2994	2857	137
4	112-20	3	1835-0	1		3181	3031	150
4	112-21	3	1835-0	1				
4	112-22	3	1835-0	1				

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DEALER INVOICE NO. MONTH MODEL NO. TYPE OF SALE OUTLET NO. NET SELLING PRICE TO CUSTOMER DEALER INVOICE MARKUP

DEALER NO.	INVOICE NO.	MONTH SOLD	MO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	112--25	3	1837-0	33				
4	112--26	3	0727-0	2				
4	112--27	3	1511-0	33	1	2089	1849	240
4	112--50	3	1119-0	1				
4	112--56	3	1519-0	33		2229	2065	164
4	112--58	3	1619-0	33				
4	112--63	3	0727-0	1				
4	112--68	3	1235-0	33		2175	2007	168
4	112--82	3	1867-0	33				
4	112--85	3	1311-0	33				
4	112--86	3	1311-0	33				
4	112--87	3	1311-0	33				
4	112--88	3	1311-0	33				
4	112--89	3	1311-0	33				
4	112--90	3	1311-0	33				
4	112--47	3	1235-0	1		2956	2566	390
4	112--75	3	1645-0	1		3534	3223	311
4	113--13	3	1737-0	1		2671	2485	186
4	113--18	3	0769-0	1		2377	2052	325
4	113--25	3	1519-0	1		2293	2111	182
4	113--31	3	1835-0	1		3614	3323	291
4	113--34	3	1111-0	1		2358	2133	225
4	113--43	3	1837-0	1		2655	2359	296
4	111--85	3	1867-0	33				
4	112--72	3	0727-0	33				
4	112--74	3	1839-0	1	12	2795	2673	122
4	112--95	3	1837-0	34				
4	112--96	3	1837-0	33				
4	112--97	3	1837-0	33				
4	112--98	3	1645-0	34	12			
4	112--99	3	1839-0	33				
4	113--00	3	1837-0	33				
4	113--01	3	1839-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	113--02	3	0769-0	2	1	2316	2081	235
4	113--03	3	1867-0	33				
4	113--04	3	1645-0	33				
4	113--09	3	1311-0	33				
4	113--10	3	1311-0	33				
4	113--11	3	1311-0	33				
4	113--16	3	0727-0	1				
4	113--17	3	1839-0	33		2186	2021	165
4	113--20	3	1519-0	33				
4	113--24	3	1211-0	35				
4	113--27	3	1111-0	33				
4	113--28	3	1619-0	33				
4	113--29	3	1219-0	33				
4	113--30	3	1519-0	33				
4	113--33	3	1837-0	33				
4	113--35	3	1119-0	33				
4	113--38	3	1839-0	33				
4	113--39	3	1839-0	33				
4	113--40	3	1839-0	33				
4	113--41	3	1839-0	33				
4	113--53	3	1839-0	33				
4	113--55	3	1619-0	33				
4	113--75	3	1511-0	1		2375	2255	120
4	113--71	3	1611-0	1		2652	2502	150
4	113--70	3	1519-0	33				
4	112--69	3	1639-0	33				
4	112--70	3	1235-0	33				
4	113--36	3	0727-0	2	1	2078	1826	252
4	113--37	3	1619-0	33	1	2697	2474	223
4	113--38	3	1619-0	33				
4	113--39	3	1619-0	33				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	113--44	3	1519-0	1				
4	113--46	3	1111-0	1		2384	2196	188
4	113--57	3	0727-0	1		2386	2160	226
4	113--68	3	1837-0	1		2099	1920	179
4	113--73	3	0769-0	1		2741	2518	223
4	113--81	4	1837-0	33		2295	2106	189
4	114--01	4	1837-0	34	12			
4	114--02	4	1837-0	35				
4	114--06	4	1611-0	34	12			
4	114--07	4	1837-0	35				
4	114--08	4	0527-0	33				
4	114--09	4	0527-0	33				
4	114--10	4	0727-0	33				
4	114--11	4	1737-0	35				
4	114--12	4	1619-0	33				
4	114--13	4	1737-0	34	12			
4	114--23	4	1867-0	33				
4	114--24	4	0727-0	1		2186	2021	165
4	114--28	4	1619-0	33				
4	114--26	4	1819-0	33				
4	114--36	4	1835-0	33				
4	114--37	4	1235-0	33				
4	114--38	4	1635-0	33				
4	114--39	4	1619-0	33				
4	114--40	4	0727-0	1		2162	2026	136
4	114--41	4	0769-0	34	12			
4	114--42	4	1719-0	1				
4	114--43	4	1619-0	1		2579	2441	138
4	114--56	4	1619-0	33		2563	2441	122
4	114--57	4	1235-0	33				
4	114--58	4	1837-0	33				
4	114--59	4	1867-0	33				
4	114--60	4	1635-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	114--66	4	1819-0	33		2199	2056	143
4	114--71	4	0727-0	1				
4	114--72	4	1619-0	33				
4	114--73	4	0727-0	35				
4	113--80	4	1837-0	1		2748	2517	231
4	113--82	4	1839-0	1		3500	3262	238
4	113--83	4	1839-0	1		2841	2663	178
4	114--00	4	1645-0	1		3451	3236	215
4	114--03	4	1737-0	1		2651	2440	211
4	114--04	4	1637-0	1		2875	2240	635
4	114--20	4	1111-0	1		2360	2099	261
4	114--21	4	0769-0	1		2338	2078	260
4	114--27	4	1837-0	1		2902	2661	241
4	114--29	4	1837-0	1		2853	2545	308
4	114--44	4	0727-0	1		2388	2026	362
4	114--45	4	1867-0	1		3088	2798	290
4	114--46	4	1837-0	1		3278	2547	731
4	114--62	4	1839-0	1		2992	2714	278
4	114--70	4	1837-0	1		2713	2509	204
4	114--74	4	1837-0	1		2705	2494	211
4	114--61	4	1837-0	1		2907	2567	240
4	114--82	4	1837-0	1		2973	2563	410
4	114--83	4	1135-0	1		2561	2379	182
4	114--84	4	1837-0	1		2875	2595	280
4	114--85	4	0769-0	1		2262	2054	208
4	114--89	4	1111-0	1		2421	2222	199
4	114--92	4	1635-0	1		3213	2999	214
4	114--93	4	0569-0	1		2155	1976	179
4	114--95	4	1837-0	1		3372	2953	419
4	114--96	4	1861-0	1		3066	2806	303
4	114--97	4	1837-0	1		3332	2910	221
4	114--98	4	1837-0	1		3054	2793	261
4	114--99	4	1837-0	1		3054	2793	261

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	114--80	4	1545-0	35				
4	114--81	4	1837-0	35				
4	114--86	4	0769-0	1				
4	114--88	4	1645-0	33		2129	1954	175
4	114--90	4	1667-0	33				
4	114--91	4	1839-0	33				
4	114--97	4	1119-0	33				
4	115--03	4	1111-0	1				
4	115--06	4	1837-0	33		2272	2123	149
4	115--07	4	1635-0	35				
4	115--09	4	1837-0	34	12			
4	115--10	4	1135-0	33				
4	115--11	4	1519-0	33				
4	115--08	4	1839-0	33				
4	115--14	4	1235-0	33				
4	115--15	4	1119-0	33	12			
4	115--16	4	1839-0	33				
4	115--31	4	1519-0	33				
4	115--54	4	0727-0	33				
4	115--56	4	0727-0	34	12			
4	115--57	4	1837-0	33				
4	115--58	4	0727-0	33	12			
4	115--64	4	1519-0	33				
4	115--33	4	0727-0	1		2223	2033	190
4	115--47	4	1867-0	1		3041	2778	263
4	115--49	4	0727-0	1		2226	2024	202
4	115--51	4	1635-0	1		2975	2772	203
4	115--88	4	1111-0	1		2265	1980	285
4	115--91	4	1837-0	1		2795	2606	189
4	115--94	4	1135-0	1		2492	2194	298
4	116--01	4	1119-0	1		2340	2111	229
4	116--07	4	0769-0	1		2050	1868	182
4	115--99	4	1619-0	33				

SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - COURTESY

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DEALER
NO.

INVOICE NO.

MONTH
SOLDMODEL NO.
AND
YEARTYPE OF
SALE*OUTLET
NO.*NET
SELLING
PRICE TO
CUSTOMERDEALER
INVOICE

MARKUP

4	115--46	4	1839-0	1		2970	2644	326
4	115--89	4	1837-0	1		2825	2632	193
4	115--95	4	1837-0	1		2983	2673	310
4	116--00	4	1111-0	1		2250	1985	265
4	115--62	4	1519-0	33				
4	115--65	4	1519-0	33				
4	115--63	4	1519-0	33				
4	115--66	4	1519-0	33				
4	115--81	4	1635-0	33				
4	115--82	4	1837-0	33				
4	115--90	4	1839-0	1		2760	2586	174
4	115--97	4	0527-0	33				
4	115--98	4	0769-0	32				
4	114--47	4	0867-0	1				
4	114--98	4	1837-0	1		3710	3422	288
4	115--50	4	1837-0	1		3358	2824	534
4	115--96	4	1611-0	1		2916	2767	149
4	116--02	4	1867-0	1		2873	2606	267
4	116--05	4	1839-0	1		2992	2845	147
4	116--09	4	0727-0	1		3286	3025	261
4	116--28	4	0727-0	1		2291	2017	274
4	116--41	4	1839-0	1		2239	2007	232
4	116--54	4	1119-0	1		3229	3010	219
4	115--30	4	1619-0	33		2558	2270	288
4	115--32	4	1619-0	33				
4	115--48	4	1119-0	33				
4	115--52	4	1645-0	1		3676	3511	165
4	115--53	4	1519-0	33				
4	115--59	4	1119-0	33				
4	115--60	4	1519-0	33		2140	2003	137
4	115--61	4	1611-0	33				
4	115--62	4	1611-0	33				
4	115--63	4	1611-0	33				
4	115--64	4	1611-0	33				
4	115--65	4	1611-0	33				

SELLING

MODEL NO.

INVOICE NO.

DEALER

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	115--85	4	1519-0	33				
4	115--86	4	1519-0	33				
4	115--87	4	1519-0	33				
4	116--08	4	1619-0	33				
4	116--33	4	1839-0	2	1	2885	2639	246
4	116--35	4	1619-0	2	1	2581	2413	168
4	116--42	4	1311-0	33				
4	116--43	4	1311-0	33				
4	116--44	4	1635-0	33				
4	116--45	4	1619-0	33				
4	116--63	4	1635-0	33				
4	116--38	4	0727-0	1				
4	116--49	4	0769-0	1		2173	1915	258
4	116--55	4	1839-0	1		2240	1995	245
4	116--58	4	0769-0	1		3252	3072	180
4	116--60	4	1837-0	1		2385	2054	331
4	116--25	4	0727-0	33		3140	2598	542
4	116--31	4	1837-0	33				
4	116--32	4	0867-0	2				
4	116--48	4	0727-0	1	1	4064	3841	223
4	116--57	4	1211-0	33		2081	1957	124
4	116--61	4	1837-0	33				
4	116--82	4	1121-0	33				
4	116--84	4	1121-0	33				
4	116--94	4	1319-0	33				
4	116--95	4	1319-0	33				
4	116--96	4	1319-0	33				
4	116--97	4	1319-0	33				
4	116--98	4	1319-0	33				
4	116--99	4	1319-0	33				
4	117--00	4	1319-0	33				
4	117--01	4	1319-0	33				
4	117--02	4	1319-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	117--03	4	1319-0	33	12	2038	1916	122
4	117--04	4	1310-0	33				
4	117--06	4	1211-0	34				
4	116--29	4	1837-0	33				
4	116--30	4	1635-0	33	1	2225	2051	174
4	116--34	4	1839-0	33				
4	116--52	4	0769-0	33				
4	116--59	4	1115-0	33				
4	116--69	4	0727-0	1	12	1958	1812	146
4	116--71	4	0727-0	1				
4	116--81	4	1119-0	33				
4	117--05	4	1611-0	34				
4	117--07	4	0527-0	2	1	2198	2009	189
4	117--08	4	0727-0	2				
4	117--16	4	1111-0	33				
4	117--18	4	1111-0	33				
4	117--46	4	1519-0	33	1	2226	1998	228
4	116--36	4	1111-0	1				
4	116--37	4	0727-0	1				
4	116--51	4	1867-0	1				
4	116--64	4	0727-0	1	1	2091	1852	239
4	116--80	4	0769-0	1				
4	116--87	4	1839-0	1				
4	116--83	4	1837-0	1				
4	116--85	4	1635-0	1	1	2847	2673	318
4	116--86	4	1837-0	1				
4	117--11	4	1635-0	1				
4	117--14	4	0769-0	1				
4	117--34	4	0727-0	1	1	2155	2051	183
4	117--50	4	0727-0	1				
4	117--52	4	0727-0	1				
4	117--53	4	0727-0	1				

DEALER INVOICE NO. MONTH AND YEAR TYPE OF SALE

117-33 117-35 117-36 117-62 117-65 117-67 116-56 117-37 117-44 117-99 116-50 117-38 117-39 117-40 117-47 117-73 117-75 117-88 117-89 117-92 117-10 118-00 118-02 118-05 118-12 117-66 117-68 117-69 117-74 117-72 117-78 117-91 118-01

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	117-33	4	1839-0	33				
4	117-35	4	1135-0	2				
4	117-36	4	1619-0	33	1	2588	2379	209
4	117-62	4	1619-0	33				
4	117-65	4	1839-0	1				
4	117-67	4	1837-0	35		2802	2674	128
4	116-56	4	1839-0	33				
4	117-37	4	1837-9	31				
4	117-44	4	0569-0	35				
4	117-99	4	1837-0	1				
4	116-50	4	0727-0	1				
4	117-38	4	1519-0	1				
4	117-39	4	1819-9	31				
4	117-40	4	0727-0	1				
4	117-47	4	1837-0	1				
4	117-73	4	0769-0	1				
4	117-75	4	1837-0	1				
4	117-88	4	1839-0	1				
4	117-89	4	1837-0	1				
4	117-92	4	0727-0	1				
4	117-10	4	1839-0	1				
4	118-00	4	1611-0	1				
4	118-02	4	0569-0	1				
4	118-05	4	1835-0	1				
4	118-12	4	1837-0	1				
4	117-66	4	1235-0	35				
4	117-68	4	1619-0	33				
4	117-69	4	1837-0	33				
4	117-74	4	1837-0	1				
4	117-72	4	0727-0	35				
4	117-78	4	1839-0	1				
4	117-91	4	0769-0	32				
4	118-01	4	1867-0	1				
						2766	2637	129
						2841	2687	154
						2911	2799	112

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	118--03	4	1619-0	33		2768	2594	174
4	118--04	4	1235-0	1		3044	2552	492
4	117--64	4	1837-0	1		2157	1953	204
4	118--19	4	0527-0	1		2421	2141	280
4	118--20	4	0769-0	1		2353	2027	326
4	118--25	4	1111-0	1		2327	2007	320
4	118--26	4	1111-0	1		3010	2742	268
4	118--27	4	1635-0	1		2954	2601	353
4	118--28	4	1837-0	1		3321	2783	538
4	118--36	4	1837-0	1		2180	1972	208
4	118--40	4	0727-0	1		2836	2725	111
4	118--21	4	1839-0	1				
4	118--37	4	0769-0	34	12	2695	2579	116
4	118--42	5	1837-0	1				
4	118--58	5	1867-0	33				
4	118--59	5	0769-0	32				
4	118--61	5	1837-0	33				
4	118--62	5	1837-0	33				
4	118--63	5	1635-0	33				
4	118--64	5	1837-0	34	12			
4	118--65	5	1645-0	34	12			
4	118--66	5	1119-0	34	12			
4	118--67	5	1837-0	34	12			
4	118--68	5	1645-0	34	12			
4	118--70	5	1867-0	33	12			
4	118--73	5	0727-0	35				
4	118--74	5	1867-0	32				
4	118--75	5	1819-0	1				
4	118--76	5	1619-0	33				
4	118--77	5	1619-0	33				
4	118--78	5	1619-0	33				
4	118--79	5	1619-0	33				
4	118--80	5	1619-0	33				
4	118--81	5	1619-0	33				
4	118--82	5	1619-0	33				
4	118--83	5	1619-0	33				
4	118--84	5	1619-0	33				
4	118--85	5	1619-0	33				
4	118--86	5	1619-0	33				
4	118--87	5	1619-0	33				
4	118--88	5	1619-0	33				
4	118--89	5	1619-0	33				
4	118--90	5	1619-0	33				
4	118--91	5	1619-0	33				
4	118--92	5	1619-0	33				
4	118--93	5	1619-0	33				
4	118--94	5	1619-0	33				
4	118--95	5	1619-0	33				
4	118--96	5	1619-0	33				
4	118--97	5	1619-0	33				
4	118--98	5	1619-0	33				
4	118--99	5	1619-0	33				
4	118--00	5	1619-0	33				
4	118--01	5	1619-0	33				
4	118--02	5	1619-0	33				
4	118--03	5	1619-0	33				
4	118--04	5	1619-0	33				
4	118--05	5	1619-0	33				
4	118--06	5	1619-0	33				
4	118--07	5	1619-0	33				
4	118--08	5	1619-0	33				
4	118--09	5	1619-0	33				
4	118--10	5	1619-0	33				
4	118--11	5	1619-0	33				
4	118--12	5	1619-0	33				
4	118--13	5	1619-0	33				
4	118--14	5	1619-0	33				
4	118--15	5	1619-0	33				
4	118--16	5	1619-0	33				
4	118--17	5	1619-0	33				
4	118--18	5	1619-0	33				
4	118--19	5	1619-0	33				
4	118--20	5	1619-0	33				
4	118--21	5	1619-0	33				
4	118--22	5	1619-0	33				
4	118--23	5	1619-0	33				
4	118--24	5	1619-0	33				
4	118--25	5	1619-0	33				
4	118--26	5	1619-0	33				
4	118--27	5	1619-0	33				
4	118--28	5	1619-0	33				
4	118--29	5	1619-0	33				
4	118--30	5	1619-0	33				
4	118--31	5	1619-0	33				
4	118--32	5	1619-0	33				
4	118--33	5	1619-0	33				
4	118--34	5	1619-0	33				
4	118--35	5	1619-0	33				
4	118--36	5	1619-0	33				
4	118--37	5	1619-0	33				
4	118--38	5	1619-0	33				
4	118--39	5	1619-0	33				
4	118--40	5	1619-0	33				
4	118--41	5	1619-0	33				
4	118--42	5	1619-0	33				
4	118--43	5	1619-0	33				
4	118--44	5	1619-0	33				
4	118--45	5	1619-0	33				
4	118--46	5	1619-0	33				
4	118--47	5	1619-0	33				
4	118--48	5	1619-0	33				
4	118--49	5	1619-0	33				
4	118--50	5	1619-0	33				
4	118--51	5	1619-0	33				
4	118--52	5	1619-0	33				
4	118--53	5	1619-0	33				
4	118--54	5	1619-0	33				
4	118--55	5	1619-0	33				
4	118--56	5	1619-0	33				
4	118--57	5	1619-0	33				
4	118--58	5	1619-0	33				
4	118--59	5	1619-0	33				
4	118--60	5	1619-0	33				
4	118--61	5	1619-0	33				
4	118--62	5	1619-0	33				
4	118--63	5	1619-0	33				
4	118--64	5	1619-0	33				
4	118--65	5	1619-0	33				
4	118--66	5	1619-0	33				
4	118--67	5	1619-0	33				
4	118--68	5	1619-0	33				
4	118--69	5	1619-0	33				
4	118--70	5	1619-0	33				
4	118--71	5	1619-0	33				
4	118--72	5	1619-0	33				
4	118--73	5	1619-0	33				
4	118--74	5	1619-0	33				
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4	118--78	5	1619-0	33				
4	118--79	5	1619-0	33				
4	118--80	5	1619-0	33				
4	118--81	5	1619-0	33				
4	118--82	5	1619-0	33				
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4	118--84	5	1619-0	33				
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4	118--87	5	1619-0	33				
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4	118--90	5	1619-0	33				
4	118--91	5	1619-0	33				
4	118--92	5	1619-0	33				
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4	118--94	5	1619-0	33				
4	118--95	5	1619-0	33				
4	118--96	5	1619-0	33				
4	118--97	5	1619-0	33				
4	118--98	5	1619-0	33				
4	118--99	5	1619-0	33				
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4	118--01	5	1619-0	33				
4	118--02	5	1619-0	33				
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4	118--04	5	1619-0	33				
4	118--05	5	1619-0	33				
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4	118--07	5	1619-0	33				
4	118--08	5	1619-0	33				
4	118--09	5	1619-0	33				
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4	118--11	5	1619-0	33				
4	118--12	5	1619-0	33				
4	118--13	5	1619-0	33				
4	118--14	5	1619-0	33				
4	118--15	5	1619-0	33				
4	118--16	5	1619-0	33				
4	118--17	5	1619-0	33				
4	118--18	5	1619-0	33				
4	118--19	5	1619-0	33				
4	118--20	5	1619-0	33				
4	118--21	5	1619-0	33				
4	118--22	5	1619-0	33				
4	118--23	5	1619-0	33				
4	118--24	5	1619-0	33				
4	118--25	5	1619-0	33				
4	118--26	5	1619-0	33				
4	118--27	5	1619-0	33				
4	118--28	5	1619-0	33				
4	118--29	5	1619-0	33				
4	118--30	5	1619-0	33				
4	118--31	5	1619-0	33				
4	118--32	5	1619-0	33				
4	118--33	5	1619-0	33				
4	118--34	5	1619-0	33				
4	118--35	5	1619-0	33				
4	118--36	5	1619-0	33				
4	118--37	5	1619-0	33				
4	118--38	5	1619-0	33				
4	118--39	5	1619-0	33				
4	118--40	5	1619-0	33				
4	118--41	5						

118-87 118-88 118-89 118-94 118-97 118-69 118-90 119-14 118-80 118-92 119-00 119-18 119-21 119-22 119-29 119-30 119-37 119-38 119-56 119-61 119-63 119-67 119-81 119-82 119-84 119-86 119-87 119-88 120-17 119-01 119-02 119-12 119-16

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	118-87	5	1635-0	33				
4	118-88	5	1839-0	33				
4	118-89	5	1619-0	33				
4	118-94	5	1219-0	1				
4	118-97	5	0569-0	33		2405	2278	127
4	118-69	5	1837-0	1				
4	118-90	5	0867-0	1		2900	2648	252
4	119-14	5	0769-0	1		3993	3685	308
4	118-80	5	1619-0	33		2339	2076	261
4	118-92	5	1619-0	33				
4	119-00	5	0727-0	33				
4	119-18	5	0527-0	35	12			
4	119-21	5	1635-0	34				
4	119-22	5	1635-0	33				
4	119-29	5	1111-0	35				
4	119-30	5	1635-0	33				
4	119-37	5	1839-0	33				
4	119-38	5	1619-0	33				
4	119-56	5	1511-0	1				
4	119-61	5	1837-0	1		2367	2252	115
4	119-63	5	1837-0	1		3213	3086	127
4	119-67	5	0569-0	33		2855	2704	151
4	119-81	5	1835-0	33				
4	119-82	5	0769-0	2				
4	119-84	5	1837-0	33	1	2137	1933	204
4	119-86	5	1867-0	1				
4	119-87	5	0727-0	2		2915	2774	141
4	119-88	5	1839-0	33	1	2233	2043	190
4	120-17	5	1635-0	33				
4	119-01	5	0727-0	1				
4	119-02	5	0769-0	1				
4	119-12	5	1837-0	1				
4	119-16	5	0527-0	1				
						2259	1922	337
						2330	2057	273
						2816	2555	261
						2108	1846	262

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	119--17	5	1511-0	1		2534	2220	314
4	119--13	5	0727-0	1		2364	2105	259
4	119--68	5	0727-0	1		2420	2083	337
4	119--69	5	1837-0	1		2890	2655	235
4	119--72	5	1837-0	1		3041	2700	341
4	119--03	5	1119-0	1		2444	2249	195
4	119--19	5	1519-0	33		2570	2295	275
4	119--64	5	1135-0	1		2509	2320	189
4	119--65	5	1519-0	1		2871	2622	249
4	119--76	5	1837-0	1		2558	2112	446
4	119--77	5	0769-0	1		2979	2552	427
4	120--05	5	1837-0	1		2600	2347	253
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05	5	1837-0	1				
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05	5	1837-0	1				
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05	5	1837-0	1				
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05	5	1837-0	1				
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05	5	1837-0	1				
4	120--06	5	1837-0	1				
4	119--57	5	1837-0	33				
4	119--62	5	1235-0	33				
4	120--07	5	1635-0	33				
4	120--08	5	1635-0	33				
4	120--34	5	0727-0	33				
4	119--04	5	1837-0	33				
4	119--23	5	1119-0	33				
4	119--24	5	1119-0	33				
4	119--31	5	1837-0	33				
4	119--58	5	1867-0	33				
4	120--35	5	1611-0	1				
4	118--99	5	0769-0	33				
4	119--25	5	1635-0	33				
4	119--66	5	1837-0	1				
4	119--78	5	1839-0	33				
4	119--79	5	1839-0	33				
4	120--02	5	0727-0	1				
4	119--17	5	1511-0	1				
4	119--13	5	0727-0	1				
4	119--68	5	0727-0	1				
4	119--69	5	1837-0	1				
4	119--72	5	1837-0	1				
4	119--03	5	1119-0	1				
4	119--19	5	1519-0	33				
4	119--64	5	1135-0	1				
4	119--65	5	1519-0	1				
4	119--76	5	1837-0	1				
4	119--77	5	0769-0	1				
4	120--05							

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	120--31	5	1111-0	1		2181	1969	212
4	120--32	5	0727-0	1		2249	1901	348
4	119--73	5	0727-0	1		2368	1942	426
4	120--33	5	0727-0	1		2218	1930	288
4	118--72	5	1837-0	33				
4	119--28	5	1235-0	33				
4	119--59	5	1835-0	33				
4	119--60	5	1635-0	33				
4	119--80	5	0867-0	33				
4	119--93	5	1639-0	33				
4	120--14	5	1619-0	33				
4	120--15	5	1619-0	33				
4	120--16	5	1619-0	33				
4	120--39	5	1837-0	1		2823	2650	173
4	120--43	5	1619-0	33				
4	120--44	5	1519-0	33				
4	120--45	5	1645-0	33				
4	120--10	5	1837-0	33				
4	120--27	5	0769-0	33				
4	120--28	5	0769-0	2	1	2231	2094	137
4	120--37	5	1635-0	33				
4	120--38	5	1839-0	33				
4	120--40	5	1837-0	33				
4	120--42	5	1519-0	33				
4	120--53	5	1837-0	33				
4	120--55	5	1867-0	1		3081	2939	142
4	120--67	5	1839-0	1		2825	2713	112
4	120--73	5	1839-0	33				
4	119--71	5	0527-0	1		1941	1752	189
4	120--58	5	1867-0	1		3567	3364	203
4	120--60	5	1837-0	1		2959	2547	412
4	120--70	5	1837-0	1		2772	2616	156
4	120--36	5	1219-0	2	1	2460	2251	209

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - COURTESY

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	120--66	5	1839-9	31				
4	120--68	5	1839-0	33				
4	120--69	5	1837-0	33				
4	120--83	5	1619-0	33				
4	120--84	5	0727-0	1		2156	1999	157
4	121--12	5	1837-0	1		2720	2581	139
4	121--14	5	1611-0	33				
4	121--15	5	0769-0	1		2081	1998	83
4	121--16	5	0769-0	1		2132	2050	82
4	120--41	5	1867-0	1		2941	2717	224
4	120--54	5	1839-0	1		2787	2568	219
4	120--56	5	0769-0	1		2317	2114	203
4	120--57	5	1837-0	1		2842	2576	266
4	120--71	5	0769-0	1		2289	2053	236
4	120--72	5	0769-0	1		2283	1929	354.
4	120--79	5	0727-0	1		2347	2075	272
4	120--81	5	0769-0	1		2161	1981	180
4	121--09	5	0727-0	1		2089	1897	192
4	121--13	5	1839-0	1		2970	2783	187
4	121--04	5	1839-0	33				
4	121--05	5	1837-0	33				
4	121--06	5	1837-0	34				
4	121--11	5	1111-0	1				
4	121--27	5	1837-0	1	12	2191	2104	87
4	121--49	5	1111-0	33		2806	2633	173
4	121--50	5	1111-0	33				
4	121--51	5	1111-0	33				
4	119--32	5	1611-0	1				
4	120--77	5	1839-0	1				
4	121--08	5	0727-0	1		2687	2419	268
4	121--10	5	0727-0	1		2969	2761	208
4	121--11	5	0727-0	1		2193	1940	253
4	121--12	5	0727-0	1		2134	1958	174
4	121--13	5	0727-0	1		2134	1958	174
4	121--14	5	0727-0	1		2134	1958	174
4	121--15	5	0727-0	1		2134	1958	174
4	121--16	5	0727-0	1		2134	1958	174
4	121--17	5	0727-0	1		2134	1958	174
4	121--18	5	0727-0	1		2134	1958	174
4	121--19	5	0727-0	1		2134	1958	174
4	121--20	5	0727-0	1		2134	1958	174
4	121--21	5	0727-0	1		2134	1958	174
4	121--22	5	0727-0	1		2134	1958	174
4	121--23	5	0727-0	1		2134	1958	174
4	121--24	5	0727-0	1		2134	1958	174
4	121--25	5	0727-0	1		2134	1958	174
4	121--26	5	0727-0	1		2134	1958	174
4	121--27	5	0727-0	1		2134	1958	174
4	121--28	5	0727-0	1		2134	1958	174
4	121--29	5	0727-0	1		2134	1958	174
4	121--30	5	0727-0	1		2134	1958	174
4	121--31	5	0727-0	1		2134	1958	174
4	121--32	5	0727-0	1		2134	1958	174
4	121--33	5	0727-0	1		2134	1958	174
4	121--34	5	0727-0	1		2134	1958	174
4	121--35	5	0727-0	1		2134	1958	174
4	121--36	5	0727-0	1		2134	1958	174
4	121--37	5	0727-0	1		2134	1958	174
4	121--38	5	0727-0	1		2134	1958	174
4	121--39	5	0727-0	1		2134	1958	174
4	121--40	5	0727-0	1		2134	1958	174
4	121--41	5	0727-0	1		2134	1958	174
4	121--42	5	0727-0	1		2134	1958	174
4	121--43	5	0727-0	1		2134	1958	174
4	121--44	5	0727-0	1		2134	1958	174
4	121--45	5	0727-0	1		2134	1958	174
4	121--46	5	0727-0	1		2134	1958	174
4	121--47	5	0727-0	1		2134	1958	174
4	121--48	5	0727-0	1		2134	1958	174
4	121--49	5	0727-0	1		2134	1958	174
4	121--50	5	0727-0	1		2134	1958	174
4	121--51	5	0727-0	1		2134	1958	174
4	121--52	5	0727-0	1		2134	1958	174
4	121--53	5	0727-0	1		2134	1958	174
4	121--54	5	0727-0	1		2134	1958	174
4	121--55	5	0727-0	1		2134	1958	174
4	121--56	5	0727-0	1		2134	1958	174
4	121--57	5	0727-0	1		2134	1958	174
4	121--58	5	0727-0	1		2134	1958	174
4	121--59	5	0727-0	1		2134	1958	174
4	121--60	5	0727-0	1		2134	1958	174
4	121--61	5	0727-0	1		2134	1958	174
4	121--62	5	0727-0	1		2134	1958	174
4	121--63	5	0727-0	1		2134	1958	174
4	121--64	5	0727-0	1		2134	1958	174
4	121--65	5	0727-0	1		2134	1958	174
4	121--66	5	0727-0	1		2134	1958	174
4	121--67	5	0727-0	1		2134	1958	174
4	121--68	5	0727-0	1		2134	1958	174
4	121--69	5	0727-0	1		2134	1958	174
4	121--70	5	0727-0	1		2134	1958	174
4	121--71	5	0727-0	1		2134	1958	174
4	121--72	5	0727-0	1		2134	1958	174
4	121--73	5	0727-0	1		2134	1958	174
4	121--74	5	0727-0	1		2134	1958	174
4	121--75	5	0727-0	1		2134	1958	174
4	121--76	5	0727-0	1		2134	1958	174
4	121--77	5	0727-0	1		2134	1958	174
4	121--78	5	0727-0	1		2134	1958	174
4	121--79	5	0727-0	1		2134	1958	174
4	121--80	5	0727-0	1		2134	1958	174
4	121--81	5	0727-0	1		2134	1958	174
4	121--82	5	0727-0	1		2134	1958	174
4	121--83	5	0727-0	1		2134	1958	174
4	121--84	5	0727-0	1		2134	1958	174
4	121--85	5	0727-0	1		2134	1958	174
4	121--86	5	0727-0	1		2134	1958	174
4	121--87	5	0727-0	1		2134	1958	174
4	121--88	5	0727-0	1		2134	1958	174
4	121--89	5	0727-0	1		2134	1958	174
4	121--90	5	0727-0	1		2134	1958	174
4	121--91	5	0727-0	1		2134	1958	174
4	121--92	5	0727-0	1		2134	1958	174
4	121--93	5	0727-0	1		2134	1958	174
4	121--94	5	0727-0	1		2134	1958	174
4	121--95	5	0727-0	1		2134	1958	174
4	121--96	5	0727-0	1		2134	1958	174
4	121--97	5	0727-0	1		2134	1958	174
4	121--98	5	0727-0	1		2134	1958	174
4	121--99	5	0727-0	1		2134	1958	174
4	121--100	5	0727-0	1		2134	1958	174

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	121--43	5	1737-0	1		2652	2449	203
4	120--75	5	1121-0	33				
4	120--76	5	1121-0	33				
4	121--47	5	1837-0	1				
4	121--53	5	0769-0	33		2892	2758	134
4	121--55	5	1119-0	33				
4	121--56	5	1635-0	33				
4	121--45	5	0769-0	1	12			
4	121--48	5	0727-0	1				
4	121--26	5	1837-0	1				
4	121--81	5	1619-0	33				
4	121--59	5	1635-0	1				
4	121--78	5	1839-0	33		2252	2063	189
4	121--79	5	1837-0	33		2269	2073	196
4	121--85	5	1645-0	33		2768	2635	133
4	121--90	5	1837-0	1				
4	121--91	5	1545-0	33				
4	121--95	5	0727-0	1		2852	2699	153
4	121--86	5	1619-0	33		2188	2026	162
4	121--92	5	1545-0	33				
4	121--60	5	0727-0	1				
4	121--61	5	1837-0	1				
4	121--72	5	1839-0	1				
4	121--73	5	1519-0	1				
4	121--93	5	1837-0	1				
4	122--30	5	0769-0	1				
4	122--31	5	1837-0	1		2245	2027	218
4	122--33	5	1867-0	1		2792	2579	213
4	122--38	5	1839-0	1		2880	2669	211
4	122--40	5	1837-0	1		2548	2303	245
4	122--40	5	1839-0	1		2886	2693	193
4	121--80	5	1839-0	1		2370	2075	295
4	122--29	5	1837-0	1		2778	2547	231
4	122--32	5	1837-0	1		2984	2797	187
4						2834	2629	205
4						2951	2605	346
4						2846	2643	181
4						2816	2730	86
4						2861	2692	169

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	122--34	5	0867-0	35				
4	122--35	5	0727-0	2	11	2161	2051	110
4	122--37	5	1637-0	33				
4	122--39	5	1839-0	34	12			
4	122--41	5	1837-0	33				
4	122--51	5	0727-0	1		2193	2047	146
4	122--52	5	1867-9	31				
4	122--54	5	1867-0	33				
4	122--67	5	1135-0	35				
4	122--28	5	1837-0	1		2941	2579	362
4	122--36	5	0727-0	1		2346	2041	305
4	122--50	5	1837-0	1		2689	2486	203
4	122--53	5	1837-0	1		2980	2752	228
4	122--55	5	1645-0	1		3076	2777	299
4	122--76	5	0727-0	1		2446	2080	366
4	122--77	5	0769-0	1		2513	2099	414
4	122--78	5	0527-0	1		2322	1946	376
4	122--69	5	1619-0	33				
4	122--82	5	1635-0	33		3064	2919	145
4	122--85	5	1645-0	1				
4	122--86	5	1611-0	33				
4	122--95	5	0727-0	2	11	2138	1996	142
4	122--96	5	0769-0	2	1	2288	2070	218
4	122--97	5	1839-0	1		3109	3008	101
4	123--19	5	1119-0	1		2226	2113	113
4	122--84	5	1839-0	1		2662	2344	318
4	123--11	5	1737-0	1		2659	2456	203
4	123--15	5	0769-0	1		2525	2114	411
4	122--93	5	1839-0	33				
4	122--94	5	1839-0	33				
4	123--18	5	1867-0	33				
4	123--21	5	1867-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	123--42	5	1837-0	1		2591	2459	132
4	123--09	5	1635-0	1		2875	2668	207
4	123--10	5	0527-0	1		2084	1821	263
4	123--26	5	0569-0	1		2270	2053	217
4	123--47	5	1519-0	33				
4	123--50	5	1635-0	1		2852	2699	153
4	123--52	5	1839-0	1		2800	2667	133
4	123--54	5	1235-0	1		2675	2513	162
4	123--57	5	0727-0	1		2156	2026	130
4	123--58	5	1635-0	1		2820	2646	174
4	123--43	5	1635-0	1		2920	2688	232
4	123--56	5	1839-0	1		2845	2639	206
4	123--59	5	1837-0	1		2933	2531	402
4	123--60	5	1635-0	1		3287	2942	345
4	122--42	5	1635-0	33				
4	122--91	5	1635-0	33				
4	122--92	5	1635-0	33				
4	123--25	5	0769-0	1		2276	2119	157
4	123--76	5	1837-0	33				
4	123--77	5	1619-0	2	1	2634	2460	174
4	123--79	5	1837-0	33				
4	123--80	5	1837-0	35				
4	123--81	5	0769-0	33				
4	123--82	5	0769-0	33				
4	123--86	5	0727-0	33				
4	124--00	5	1839-0	33				
4	124--11	5	1839-0	33				
4	124--12	5	0769-0	33				
4	124--13	5	1837-0	33				
4	124--17	5	0727-0	1		2100	1936	164
4	123--83	5	1111-0	1		2363	2162	201
4	123--51	5	1511-0	1		2393	2152	241
4	123--53	5	1837-0	1		2755	2579	176

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	124--06	5	1837-0	1		2936	2713	223
4	124--08	5	1839-0	1		3030	2806	224
4	124--15	5	1219-0	1		2532	2232	300
4	124--23	6	1219-0	1		2610	2320	290
4	124--24	6	0769-0	1		2287	2081	206
4	124--29	6	1867-0	1		2975	2825	150
4	124--47	6	1837-0	1		2950	2609	341
4	124--57	6	1837-0	1		2880	2584	296
4	124--94	6	0769-0	1		2470	2127	343
4	124--96	6	0769-0	1		2411	2104	307
4	124--46	6	1635-0	33				
4	124--58	6	1635-0	33				
4	124--59	6	1839-0	33				
4	124--95	6	1837-0	33				
4	124--62	6	1867-0	33		2762	2655	107
4	124--48	6	0727-0	1		2199	1959	240
4	124--49	6	1211-0	1		2447	2168	279
4	124--50	6	0727-0	1		2218	2007	211
4	124--55	6	1837-0	1		2859	2557	302
4	124--93	6	0527-0	1		2175	1976	199
4	124--97	6	0927-0	1		2782	2232	550
4	124--98	6	1115-0	1		2399	2137	262
4	125--11	6	1867-0	1		3042	2819	223
4	125--18	6	0727-0	1		2188	1957	231
4	125--23	6	1635-0	1		2993	2734	259
4	125--37	6	1867-0	1		3045	2839	206
4	125--38	6	0727-0	1		2226	2014	212
4	125--39	6	1635-0	1		2977	2777	200
4	125--67	6	1235-0	1		2895	2593	302
4	125--84	6	1119-0	1		2398	2209	189
4	124--93	6	1419-0	33		2400	2227	223
4	124--93	6	1419-0	33		2400	2227	223

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INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE*	OUTLET NO.†	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
125--21	6	1835-0	33				
125--22	6	1839-9	31				
125--25	6	1839-0	1		2800	2662	138
125--28	6	1115-0	1		2313	2169	144
125--36	6	1837-0	33				
125--40	6	1867-0	33				
125--41	6	1837-0	33				
125--47	6	1235-0	33				
125--50	6	1837-0	33				
125--68	6	1637-0	33				
125--69	6	1611-0	33				
125--70	6	0727-0	2	1	2263	2059	204
125--71	6	1837-0	35				
125--89	6	1837-0	33				
125--90	6	1839-0	33				
125--93	6	1837-0	33				
125--94	6	1837-0	33				
126--01	6	0769-0	33				
126--02	6	0769-0	33				
126--03	6	1837-0	33				
126--04	6	1837-0	33				
126--05	6	0769-0	33				
125--96	6	1635-0	1	11	2170	1997	173
125--98	6	1111-0	33		3252	3121	131
126--25	6	1635-0	1		3206	3063	143
126--26	6	0769-0	33				
125--10	6	1635-0	1				
125--87	6	0569-0	1		2866	2733	133
125--99	6	1635-0	1		2377	2084	293
126--06	6	1837-0	1		2941	2803	138
126--07	6	1211-0	1		2832	2621	211
126--08	6	0769-0	1		2470	2215	255
126--09	6	1837-0	1		2346	1987	359
					2825	2621	204

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*SEE ATTACHED SHEET FOR CODING

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	126--24	6	1867-0	1		3172	2955	217
4	126--11	6	1535-0	1		2703	2541	162
4	126--51	6	1635-0	1		2922	2756	166
4	126--52	6	1837-0	1		2897	2729	168
4	126--55	6	1635-0	1		2941	2809	132
4	126--58	6	1619-0	1		2590	2454	136
4	126--59	6	1839-0	33				
4	126--63	6	0769-0	33				
4	126--64	6	1635-0	34	12			
4	126--10	6	1839-0	1		3245	2703	542
4	126--28	6	0727-0	1		2323	1977	346
4	126--29	6	0727-0	1		2226	2056	170
4	126--30	6	1837-0	1		2896	2577	319
4	126--49	6	1867-0	1		3038	2832	206
4	126--53	6	0727-0	1		2270	2085	185
4	126--48	6	1837-0	1		2959	2667	292
4	126--50	6	1839-0	1		2931	2704	227
4	126--65	6	1837-0	1		2874	2613	261
4	126--67	6	1635-0	1		2876	2656	220
4	126--27	6	1839-9	31				
4	126--47	6	1635-0	33				
4	126--56	6	1619-0	1		2514	2370	144
4	126--66	6	1215-0	1		2357	2220	137
4	126--71	6	0569-0	2	11	2150	1995	155
4	126--72	6	1839-0	2	11	2837	2666	171
4	126--73	6	1837-0	33				
4	126--75	6	1637-0	35				
4	126--86	6	1839-9	31				
4	126--79	6	1837-0	1				
4	126--82	6	1111-0	33				
4	126--83	6	1111-0	1				
4	126--84	6	1111-0	1				
4	126--85	6	1111-0	1				
4	126--86	6	1111-0	1				
4	126--87	6	1111-0	1				
4	126--88	6	1111-0	1				
4	126--89	6	1111-0	1				
4	126--90	6	1111-0	1				
4	126--91	6	1111-0	1				
4	126--92	6	1111-0	1				
4	126--93	6	1111-0	1				
4	126--94	6	1111-0	1				
4	126--95	6	1111-0	1				
4	126--96	6	1111-0	1				
4	126--97	6	1111-0	1				
4	126--98	6	1111-0	1				
4	126--99	6	1111-0	1				
4	126--100	6	1111-0	1				
4	126--101	6	1111-0	1				
4	126--102	6	1111-0	1				
4	126--103	6	1111-0	1				
4	126--104	6	1111-0	1				
4	126--105	6	1111-0	1				
4	126--106	6	1111-0	1				
4	126--107	6	1111-0	1				
4	126--108	6	1111-0	1				
4	126--109	6	1111-0	1				
4	126--110	6	1111-0	1				
4	126--111	6	1111-0	1				
4	126--112	6	1111-0	1				
4	126--113	6	1111-0	1				
4	126--114	6	1111-0	1				
4	126--115	6	1111-0	1				
4	126--116	6	1111-0	1				
4	126--117	6	1111-0	1				
4	126--118	6	1111-0	1				
4	126--119	6	1111-0	1				
4	126--120	6	1111-0	1				
4	126--121	6	1111-0	1				
4	126--122	6	1111-0	1				
4	126--123	6	1111-0	1				
4	126--124	6	1111-0	1				
4	126--125	6	1111-0	1				
4	126--126	6	1111-0	1				
4	126--127	6	1111-0	1				
4	126--128	6	1111-0	1				
4	126--129	6	1111-0	1				
4	126--130	6	1111-0	1				
4	126--131	6	1111-0	1				
4	126--132	6	1111-0	1				
4	126--133	6	1111-0	1				
4	126--134	6	1111-0	1				
4	126--135	6	1111-0	1				
4	126--136	6	1111-0	1				
4	126--137	6	1111-0	1				
4	126--138	6	1111-0	1				
4	126--139	6	1111-0	1				
4	126--140	6	1111-0	1				
4	126--141	6	1111-0	1				
4	126--142	6	1111-0	1				
4	126--143	6	1111-0	1				
4	126--144	6	1111-0	1				
4	126--145	6	1111-0	1				
4	126--146	6	1111-0	1				
4	126--147	6	1111-0	1				
4	126--148	6	1111-0	1				
4	126--149	6	1111-0	1				
4	126--150	6	1111-0	1				
4	126--151	6	1111-0	1				
4	126--152	6	1111-0	1				
4	126--153	6	1111-0	1				
4	126--154	6	1111-0	1				
4	126--155	6	1111-0	1				
4	126--156	6	1111-0	1				
4	126--157	6	1111-0	1				
4	126--158	6	1111-0	1				
4	126--159	6	1111-0	1				
4	126--160	6	1111-0	1				
4	126--161	6	1111-0	1				
4	126--162	6	1111-0	1				
4	126--163	6	1111-0	1				
4	126--164	6	1111-0	1				
4	126--165	6	1111-0	1				
4	126--166	6	1111-0	1				
4	126--167	6	1111-0	1				
4	126--168	6	1111-0	1				
4	126--169	6	1111-0	1				
4	126--170	6	1111-0	1				
4	126--171	6	1111-0	1				
4	126--172	6	1111-0	1				
4	126--173	6	1111-0	1				
4	126--174	6	1111-0	1				
4	126--175	6	1111-0	1				
4	126--176	6	1111-0	1				
4	126--177	6	1111-0	1				
4	126--178	6	1111-0	1				
4	126--179	6	1111-0	1				
4	126--180	6	1111-0	1				
4	126--181	6	1111-0	1				
4	126--182	6	1111-0	1				
4	126--183	6	1111-0	1				
4	126--184	6	1111-0	1				
4	126--185	6	1111-0	1				
4	126--186	6	1111-0	1				
4	126--187	6	1111-0	1				
4	126--188	6	1111-0	1				
4	126--189	6	1111-0	1				
4	126--190	6	1111-0	1				
4	126--191	6	1111-0	1				
4	126--192	6	1111-0	1				
4	126--193	6	1111-0	1				
4	126--194	6	1111-0	1				
4	126--195	6	1111-0	1				
4	126--196	6	1111-0	1				
4	126--197	6	1111-0	1				
4	126--198	6	1111-0	1				
4	126--199	6	1111-0	1				
4	126--200	6	1111-0	1				
4	126--201	6	1111-0	1				
4	126--202	6	1111-0	1				
4	126--203	6	1111-0	1				
4	126--204	6	1111-0	1				
4	126--205	6	1111-0	1				
4	126--206	6	1111-0	1				
4	126--207	6	1111-0	1				
4	126--208	6	1111-0	1				
4	126--209	6	1111-0	1				
4	126--210	6	1111-0	1				
4	126--211	6	1111-0	1				
4	126--212	6	1111-0	1				
4	126--213	6	1111-0	1				
4	126--214	6	1111-0	1				
4	126--215	6	1111-0	1				
4	126--216	6	1111-0	1				
4	126--217	6	1111-0	1				
4	126--218	6	1111-0	1				
4	126--219	6	1111-0	1				
4	126--220	6	1111-0	1				
4	126--221	6	1111-0	1				
4	126--222	6	1111-0	1				
4	126--223	6	1111-0	1				
4	126--224	6	1111-0	1				
4	126--225	6	1111-0	1				
4	126--226	6	1111-0	1				
4	126--227	6	1111-0	1				
4	126--228	6	1111-0	1				
4	126--229	6	1111-0	1				
4	126--230	6	1111-0	1				
4	126--231	6	1111-0	1				
4	126--232	6	1111-0	1				
4	126--233	6	1111-0	1				
4	126--234	6	1111-0	1				
4	126--235	6	1111-0	1				
4	126--236	6	1111-0	1				
4	126--237	6	1111-0	1				
4	126--238	6	1111-0	1				
4	126--239	6	1111-0	1				
4	126--240	6	1111-0	1				
4	126--241	6	1111-0	1				

DEALER NO.	INVOICE NO.	MONTH SOLD	AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
14	126--78	6	0727-0	1		2379	2070	309
14	126--54	6	1867-0	1		3171	2942	229
14	126--76	6	1837-0	1		2722	2544	178
14	127--02	6	1837-0	1		2665	2443	222
14	127--03	6	1837-0	1		2905	2651	254
14	127--09	6	0727-0	1		2132	1930	202
14	126--83	6	1111-0	1		2297	2116	181
14	126--89	6	0769-0	1		2263	2078	185
14	127--00	6	0867-0	1		3640	3369	271
14	127--20	6	1115-0	1		2599	2424	175
14	127--21	6	1839-0	1		3022	2665	357
14	127--27	6	1837-0	1		3217	2979	238
14	127--34	6	1635-0	1		2969	2740	229
14	126--98	6	1837-0	33				
14	127--25	6	0727-0	35				
14	127--26	6	1119-0	33				
14	127--28	6	1135-0	34				
14	127--31	6	1835-0	34				
14	127--43	6	0569-0	1				
14	127--45	6	1839-0	2		2118	2003	115
14	127--52	6	1111-0	33	12	3031	2802	229
14	127--53	6	1637-0	34				
14	127--23	6	0769-0	1				
14	127--24	6	0769-0	1		2304	2107	197
14	127--33	6	0727-0	1		2374	2095	279
14	127--41	6	0867-0	1		2187	1990	197
14	127--44	6	0527-0	1		3942	3657	285
14	127--46	6	1111-0	33		2091	1890	201
14	127--47	6	1619-0	33				
14	127--48	6	1619-0	33				
14	127--49	6	1619-0	33				
14	127--50	6	1619-0	33				
14	127--19	6	1867-0	1				
						3039	2820	2198

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
10	127--51	6	1111-0	1		2942	2140	802
11	127--60	6	1837-0	1		2826	2610	216
12	127--61	6	0727-0	1		2547	2085	462
13	127--59	6	1839-0	33				
14	127--66	6	1837-0	33				
15	127--75	6	1839-0	35				
16	127--75	6	1839-0	34				
17	127--63	6	0569-0	33				
18	127--58	6	1635-0	33				
19	127--57	6	1735-0	35				
20	127--62	6	1837-0	35				
21	127--80	6	1837-0	1		2873	2703	170
22	127--42	6	1235-0	1		2922	2621	301
23	127--78	6	0727-0	1		2316	1889	427
24	127--79	6	1839-0	1		2754	2528	226
25	126--60	6	0727-0	1		2302	2093	209
26	127--76	6	1837-0	33				
27	128--07	6	1215-0	1		2834	2526	308
28	128--08	6	1835-0	1		3480	3196	284
29	127--77	6	1837-0	1		2932	2772	160
30	127--81	6	0769-0	1		2181	2063	118
31	127--84	6	1111-0	33				
32	127--87	6	1219-0	33				
33	127--94	6	1837-0	33				
34	128--20	6	1839-0	1		3504	3234	270
35	128--21	6	1839-0	1		3087	2946	141
36	128--24	6	1867-0	1		3042	2899	163
37	128--25	6	1837-0	1		2922	2685	237
38	128--47	6	1635-0	1		2999	2782	217
39	127--85	6	1611-0	34				
40	127--85	6	1212-0	33				
41	127--85	6	1212-0	33				
42	127--85	6	1212-0	33				
43	127--85	6	1212-0	33				
44	127--85	6	1212-0	33				
45	127--85	6	1212-0	33				
46	127--85	6	1212-0	33				
47	127--85	6	1212-0	33				
48	127--85	6	1212-0	33				
49	127--85	6	1212-0	33				
50	127--85	6	1212-0	33				
51	127--85	6	1212-0	33				
52	127--85	6	1212-0	33				
53	127--85	6	1212-0	33				
54	127--85	6	1212-0	33				
55	127--85	6	1212-0	33				
56	127--85	6	1212-0	33				
57	127--85	6	1212-0	33				
58	127--85	6	1212-0	33				
59	127--85	6	1212-0	33				
60	127--85	6	1212-0	33				
61	127--85	6	1212-0	33				
62	127--85	6	1212-0	33				
63	127--85	6	1212-0	33				
64	127--85	6	1212-0	33				
65	127--85	6	1212-0	33				
66	127--85	6	1212-0	33				
67	127--85	6	1212-0	33				
68	127--85	6	1212-0	33				
69	127--85	6	1212-0	33				
70	127--85	6	1212-0	33				
71	127--85	6	1212-0	33				
72	127--85	6	1212-0	33				
73	127--85	6	1212-0	33				
74	127--85	6	1212-0	33				
75	127--85	6	1212-0	33				
76	127--85	6	1212-0	33				
77	127--85	6	1212-0	33				
78	127--85	6	1212-0	33				
79	127--85	6	1212-0	33				
80	127--85	6	1212-0	33				
81	127--85	6	1212-0	33				
82	127--85	6	1212-0	33				
83	127--85	6	1212-0	33				
84	127--85	6	1212-0	33				
85	127--85	6	1212-0	33				
86	127--85	6	1212-0	33				
87	127--85	6	1212-0	33				
88	127--85	6	1212-0	33				
89	127--85	6	1212-0	33				
90	127--85	6	1212-0	33				
91	127--85	6	1212-0	33				
92	127--85	6	1212-0	33				
93	127--85	6	1212-0	33				
94	127--85	6	1212-0	33				
95	127--85	6	1212-0	33				
96	127--85	6	1212-0	33				
97	127--85	6	1212-0	33				
98	127--85	6	1212-0	33				
99	127--85	6	1212-0	33				
100	127--85	6	1212-0	33				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
14	128--19	6	0569-0	1		2060	1908	152
14	128--26	6	0769-0	1		2047	1945	102
14	128--09	6	1839-9	31				
14	128--10	6	1211-0	1		2497	2284	213
14	128--11	6	1837-0	1		2945	2756	189
14	128--44	6	0769-0	1		222	2021	200
14	128--13	6	1645-0	1		2958	2830	128
14	128--14	6	0867-0	1		3788	3658	130
14	128--15	6	1635-0	33				
14	128--53	6	1819-9	31				
14	128--56	6	1619-0	33				
14	128--58	6	0727-0	1		2181	2049	132
14	128--59	6	1839-0	35				
14	128--60	6	1837-0	33				
14	128--12	6	0769-0	32				
14	128--50	6	1115-0	1		2353	2225	128
14	128--52	6	1537-0	1		2537	2427	110
14	128--28	6	0927-0	1		2670	2187	483
14	128--54	6	0927-0	1		2857	2220	637
14	128--55	6	0727-0	1		2031	1843	188
14	128--83	6	1511-0	1		2490	2276	214
14	129--12	6	1111-0	35				
14	128--99	6	1737-0	1		2487	2362	125
14	128--97	6	1611-0	33				
14	128--93	6	1837-0	33				
14	128--46	6	0927-0	1				
14	128--87	6	0769-0	1		2568	2168	400
14	128--98	6	1511-0	1		2375	2086	287
14	129--00	6	0927-0	1		2497	2240	257
14	129--29	6	0927-0	1	12	2602	2201	401
14	129--28	6	1837-0	34				
14	128--95	6	0927-0	33				
14	128--96	6	0927-0	1		2447	2185	262
14		6	0727-0	1		2212	2049	163

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
44	129--01	6	1635-0	1		2918	2677	241
44	129--21	6	0927-0	1		2498	2187	311
44	129--22	6	1511-0	1		2584	2215	369
44	129--23	6	1837-0	1		3161	2926	235
44	129--24	6	0727-0	1		2291	1941	350
44	129--25	6	0927-0	1		2687	2187	500
44	129--32	6	0769-0	33				
44	129--34	6	0769-0	33				
44	129--41	6	1837-0	1		2786	2617	169
44	129--54	6	1839-0	1		2873	2710	163
44	129--57	6	1839-0	33				
44	129--73	6	0527-0	34	12			
44	129--74	6	1211-0	34	12			
44	129--76	6	1645-0	33				
44	129--77	6	1211-0	1		2225	2072	153
44	129--30	6	0927-0	1		2426	2131	295
44	129--55	6	1215-0	1		2711	2575	136
44	129--71	6	0927-0	1		2516	2198	318
44	129--37	6	1837-0	1		2690	2536	154
44	129--50	6	1119-0	1		2318	2198	120
44	129--52	6	1839-0	33				
44	129--56	6	1737-0	35				
44	129--31	6	1839-0	1		2977	2674	303
44	129--48	6	0727-0	1		2214	1993	221
44	129--61	6	1837-0	1		2923	2717	206
44	129--72	6	1211-0	1		2199	2065	134
44	129--75	6	1835-0	1		3177	2975	202
44	129--96	6	0927-0	1		2375	2075	300
44	129--33	6	1635-0	33				
44	129--47	6	1867-0	33		2944	2861	103
44	129--49	6	1867-0	33				
44	129--51	6	1867-0	33				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	130--03	6	0727-0	1		2012	1914	98
4	129--27	6	1235-0	1		2633	2460	173
4	129--36	6	0927-0	1		2627	2167	460
4	129--39	6	0867-0	1		3773	3446	327
4	129--43	6	1119-0	1		2451	2202	249
4	129--46	6	1645-0	1		3109	2888	221
4	129--58	6	1837-0	1		2748	2501	247
4	129--60	6	1635-0	1		2951	2762	189
4	129--62	6	1839-0	1		2857	2703	154
4	129--64	6	1837-0	1		3081	2775	306
4	130--22	7	1235-0	34	12			
4	130--23	7	1837-0	34	12			
4	130--24	7	1635-0	34	12			
4	130--26	7	1819-0	34	12			
4	130--27	7	1111-0	33				
4	130--45	7	0769-0	1				
4	130--47	7	0769-0	2	1	2257	2118	139
4	130--50	7	1839-0	1		2293	2066	227
4	130--51	7	0867-0	1		2818	2646	172
4	130--56	7	1115-0	34	12			
4	130--19	7	0927-0	1		2330	2165	165
4	130--20	7	1839-0	1		2569	2185	384
4	130--21	7	0727-0	1		2901	2614	287
4	130--46	7	0769-0	1		2277	2064	213
4	130--48	7	0727-0	1		2263	2072	191
4	130--49	7	1837-0	1		2252	2049	203
4	130--55	7	1867-0	1		2890	2555	335
4	130--57	7	1819-9	31		3145	2830	315
4	130--58	7	1839-0	33				
4	130--60	7	1867-9	31				
4	130--69	7	1839-0	1				
4	130--71	7	1837-0	1				
4	130--73	7	1837-0	1				
4						2800	2638	162
4						2781	2673	108
4						2688	2591	97

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
	130--79	7	1837-0	1		2744	2579	165
	130--59	7	1837-0	1		2750	2477	273
	130--77	7	1211-0	1		2613	2325	288
	130--78	7	1935-0	1		3211	2982	229
	130--87	7	1111-0	33				
	130--88	7	1135-0	33				
	130--90	7	1255-0	35				
	130--91	7	1837-0	2	11	2491	2322	169
	130--93	7	1111-C	33				
	130--86	7	1837-0	1		2723	2561	162
	130--89	7	0569-0	1		2282	1971	311
	130--92	7	1837-0	1		2902	2620	282
	131--06	7	1837-0	1		2857	2639	218
	131--08	7	0927-0	1		2510	2185	325
	131--11	7	0927-0	1		2576	2205	371
	130--94	7	1839-0	33				
	130--95	7	1839-0	33				
	130--96	7	1839-0	33				
	130--97	7	1839-0	33				
	131--01	7	1867-0	1				
	131--02	7	1619-0	34	12	2969	2852	117
	131--03	7	0727-0	33				
	131--05	7	1837-0	34				
	131--07	7	0727-0	1	12			
	131--09	7	0867-0	1				
	131--15	7	0527-0	1		2074	1949	125
	131--21	7	0727-0	1		3391	3242	149
	131--23	7	0927-0	1		2124	1940	184
	131--34	7	0927-0	1		2308	1907	401
	131--04	7	1635-0	33		2599	2236	363
	131--12	7	1837-0	33		2655	2224	431
	131--13	7	1837-0	33				
	131--14	7	1837-0	33				
	131--15	7	1837-0	33				

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3137 2403 148 2051

1000 1000 1000 1000

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
1	131-17	7	0727-0	33				
2	131-18	7	1837-0	34				
3	131-19	7	1619-0	33	12			
4	131-22	7	1867-0	1				
5	131-10	7	0769-0	1		2963	2818	145
6	131-36	7	1839-0	2		2220	2093	127
7	131-37	7	1111-0	1	1	2932	2750	182
8	131-39	7	1235-0	33				
9	131-40	7	1837-0	33				
10	131-42	7	1837-0	1		2786	2689	97
11	131-56	7	1635-0	1		2791	2637	154
12	131-35	7	0927-0	33				
13	131-41	7	1837-0	1		2481	2111	370
14	131-55	7	1839-0	1		2747	2550	197
15	131-58	7	0727-0	1		2800	2569	231
16	131-69	7	1837-0	1		2123	1808	315
17	131-74	7	1837-0	1		2609	2421	188
18	131-57	7	1837-0	1		2942	2721	221
19	131-70	7	1837-0	1		2802	2708	94
20	131-71	7	1211-0	1		2318	2231	87
21	131-72	7	1837-0	1		2815	2658	157
22	131-77	7	1635-0	1		2903	2754	149
23	131-95	7	1837-0	1		2612	2441	171
24	131-44	7	1619-0	33				
25	131-78	7	1111-0	1		2262	2003	259
26	131-79	7	1837-0	33				
27	131-80	7	1867-0	1		3160	2806	354
28	131-81	7	1837-0	1		2825	2577	248
29	131-90	7	1837-0	1		3290	3048	242
30	131-94	7	1635-0	1		2867	2651	216
31	131-96	7	0769-0	1		2191	2023	168
32	131-97	7	1839-0	1		3014	2763	251
33	132-03	7	0727-0	1		2389	2024	365
34		7	1837-0	1		3081	2749	332

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	131--98	7	0727-0	33				
4	131--99	7	0727-0	33				
4	132--00	7	1839-0	34	12			
4	132--01	7	1837-0	1		2642	2533	109
4	132--02	7	1835-0	34	12			
4	132--19	7	1611-0	1		2535	2337	198
4	132--20	7	0727-0	1		2318	1951	367
4	132--22	7	0569-0	1		2365	2045	320
4	132--26	7	1635-0	1		3296	2757	539
4	131--92	7	1645-0	33				
4	132--23	7	0727-0	1		2081	1920	161
4	132--28	7	1839-0	33				
4	132--37	7	1115-0	33				
4	132--40	7	0769-0	2	1	2299	2103	196
4	132--18	7	1867-0	1		3375	3119	256
4	132--21	7	0727-0	1		2102	1885	217
4	132--25	7	1837-0	1		2800	2548	252
4	132--38	7	1111-0	1		2558	2352	206
4	132--34	7	1635-0	1		3294	3008	286
4	132--35	7	0927-0	1		2530	2057	473
4	132--36	7	1837-0	1		2994	2745	249
4	132--64	7	0727-0	1		2625	2046	579
4	132--65	7	1837-0	1		2918	2704	214
4	132--67	7	0927-0	1		2482	2168	314
4	132--68	7	1837-0	1		3451	2685	766
4	132--69	7	1211-0	1		2846	2215	631
4	132--70	7	1837-0	1		2747	2477	270
4	132--72	7	0927-0	1		2749	2184	565
4	132--32	7	1837-0	32				
4	132--39	7	1839-0	35				
4	132--43	7	1111-0	35				
4	132--44	7	1111-0	35				

MODEL NO.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
A	132--71	7	0769-0	1		2222	2084	138
A	132--79	7	1635-0	2	11	3153	2949	204
A	132--80	7	1635-0	33				
A	132--81	7	1837-0	2				
A	132--86	7	1211-0	34	12	3472	3253	219
A	132--77	7	1635-0	1	12			
A	132--85	7	0727-0	1		3030	2718	312
A	132--93	7	1837-0	1		2300	2049	251
A	132--96	7	1837-0	1		2656	2485	171
A	133--17	7	1839-0	1		2876	2658	218
A	133--23	7	1839-0	33				
A	133--24	7	1211-0	33				
A	133--25	7	1211-0	33				
A	133--30	7	1211-0	33				
A	133--31	7	1635-0	35				
A	133--32	7	1837-0	34	12			
A	133--33	7	0569-0	34	12			
A	133--37	7	0727-0	34	12			
A	132--75	7	0769-0	1		2226	2085	141
A	132--92	7	0569-0	1		2334	2024	310
A	132--95	7	0769-0	1		2451	2131	320
A	133--19	7	0927-0	1		2750	2209	541
A	133--21	7	1235-0	1		3122	2935	187
A	133--22	7	1839-0	1		3366	3107	259
A	132--76	7	0727-0	1		2221	2035	186
A	133--28	7	1211-0	33				
A	133--41	7	1839-0	33				
A	133--46	7	1635-0	1		2794	2670	124
A	133--47	7	1619-0	33				
A	132--91	7	0927-0	2	1	2400	2195	205
A	133--15	7	1837-0	1		2958	2477	481
A	133--35	7	1867-0	1		3018	2842	176
A	133--35	7	0727-0	1		2179	1919	260
A	133--36	7	0727-0	1		2363	2034	329

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	133--42	7	1611-0	1		2907	2285	622
4	133--53	8	1837-0	1		2681	2537	144
4	133--56	8	0727-0	1		2078	1926	152
4	133--70	8	1135-0	1		2393	2267	126
4	133--72	8	1635-0	35				
4	133--73	8	1111-0	1		2296	2189	107
4	133--74	8	0867-0	1		3500	3334	166
4	133--49	8	1839-0	1		3284	3059	225
4	133--50	8	0927-0	1		2618	2172	446
4	133--51	8	1645-0	1		3092	2815	277
4	133--54	8	1111-0	1		2379	2161	218
4	133--55	8	0769-0	1		2124	1952	172
4	133--66	8	1837-0	1		3346	2567	779
4	133--77	8	0927-0	1		2572	2171	401
4	133--82	8	1219-0	33				
4	133--83	8	1837-0	35				
4	133--91	8	1835-0	33				
4	134--12	8	1837-0	34				
4	134--13	8	0727-0	1	12	2119	1953	166
4	133--75	8	1619-0	1		2595	2406	189
4	133--76	8	0727-0	1		2315	2074	241
4	133--84	8	0727-0	1		2226	2049	177
4	133--85	8	1837-0	1		3417	3211	206
4	133--86	8	1111-0	1		2284	2106	178
4	133--89	8	0769-0	1		2470	2109	361
4	133--90	8	1115-0	1		2353	2167	186
4	134--25	8	1837-0	33				
4	134--28	8	1835-0	33				
4	134--30	8	1235-0	2	1	2828	2618	210
4	134--34	8	0727-0	1		2187	2041	146
4	134--35	8	1837-0	1		2625	2482	343

INVOICE NO.	MONTH SALE	AND YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
134--39	8	1611-0	33		2109	2001	108
134--42	8	1635-0	33		3036	2823	213
134--44	8	0727-0	1	1	2257	2111	146
134--46	8	1645-0	2		2420	2341	79
134--53	8	0769-0	1				
134--58	8	1119-0	1				
134--60	8	1135-0	33		2530	2068	462
134--43	8	0769-0	1		2624	2194	430
134--47	8	1737-0	1		2530	2063	467
134--51	8	0927-0	1		2761	2528	233
134--56	8	1819-0	1		2304	2041	263
134--57	8	0727-0	1		2565	2073	492
134--59	8	0927-0	1		3429	3105	324
134--61	8	1839-0	1		2905	2763	142
134--64	8	1839-0	1				
134--68	8	1211-0	33				
134--77	8	1635-0	33				
134--78	8	1839-0	33				
134--91	8	0727-0	33				
134--72	8	1519-0	33				
134--73	8	0727-0	1		2622	2282	340
134--74	8	0727-0	1		2094	1882	212
134--75	8	1519-0	1		2578	2372	206
134--81	8	1111-0	1		2072	1877	195
134--89	8	1839-0	1		2866	2620	246
134--90	8	1837-0	1		3404	3206	198
134--92	8	1839-0	1		2778	2475	303
134--93	8	1839-0	1		2963	2799	164
134--94	8	1111-0	1		2413	2156	257
134--95	8	0769-0	1		2530	2090	440
134--97	8	1837-0	1		2725	2533	192
134--76	8	1111-0	1		2535	2140	395
134--23	8	1235-0	1		2633	2507	126
	8	1837-0	1		3234	2698	536

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	134--71	8	1819-0	1		2727	2561	166
4	134--79	8	1837-0	1		2887	2630	257
4	135--11	8	1839-0	1		2739	2598	141
4	135--16	8	0927-0	1		2503	2035	468
4	135--18	8	1635-0	1		2909	2777	132
4	135--23	8	1835-0	1		3266	2916	350
4	134--65	8	1839-0	33				
4	135--13	8	1839-0	33				
4	135--29	8	0769-0	35				
4	135--30	8	1837-0	1		2729	2600	129
4	134--84	8	1819-0	1		3153	2974	179
4	135--12	8	0927-0	1		2370	2073	297
4	135--15	8	1837-0	1		2728	2586	142
4	135--24	8	0727-0	1		2603	2083	520
4	135--31	8	1819-0	1		3096	2922	174
4	135--32	8	1837-0	1		2726	2516	210
4	135--35	8	0569-0	1		2308	1992	316
4	135--40	8	1611-0	33				
4	135--53	8	0527-0	2	1	2167	1942	225
4	135--54	8	0727-0	2	1	2214	2026	188
4	135--55	8	1867-0	33				
4	135--39	8	1837-0	1		2905	2450	455
4	135--42	8	1837-0	1		2919	2795	124
4	135--43	8	0867-0	1		4199	3910	289
4	135--44	8	1835-0	1		3273	3130	143
4	135--45	8	1115-0	1		2436	2234	202
4	135--48	8	0727-0	1		2367	2017	350
4	135--47	8	1867-0	35				
4	135--50	8	0769-0	1		2126	2039	87
4	135--52	8	0769-0	1				
4	135--53	8	0769-0	1				
4	135--54	8	0769-0	1				
4	135--55	8	0769-0	1				
4	135--56	8	0769-0	1				
4	135--57	8	0769-0	1				
4	135--58	8	0769-0	1				
4	135--59	8	0769-0	1				
4	135--60	8	0769-0	1				
4	135--61	8	0769-0	1				
4	135--62	8	0769-0	1				
4	135--63	8	0769-0	1				
4	135--64	8	0769-0	1				
4	135--65	8	0769-0	1				
4	135--66	8	0769-0	1				
4	135--67	8	0769-0	1				
4	135--68	8	0769-0	1				
4	135--69	8	0769-0	1				
4	135--70	8	0769-0	1				
4	135--71	8	0769-0	1				
4	135--72	8	0769-0	1				
4	135--73	8	0769-0	1				
4	135--74	8	0769-0	1				
4	135--75	8	0769-0	1				
4	135--76	8	0769-0	1				
4	135--77	8	0769-0	1				
4	135--78	8	0769-0	1				
4	135--79	8	0769-0	1				
4	135--80	8	0769-0	1				
4	135--81	8	0769-0	1				
4	135--82	8	0769-0	1				
4	135--83	8	0769-0	1				
4	135--84	8	0769-0	1				
4	135--85	8	0769-0	1				
4	135--86	8	0769-0	1				
4	135--87	8	0769-0	1				
4	135--88	8	0769-0	1				
4	135--89	8	0769-0	1				
4	135--90	8	0769-0	1				
4	135--91	8	0769-0	1				
4	135--92	8	0769-0	1				
4	135--93	8	0769-0	1				
4	135--94	8	0769-0	1				
4	135--95	8	0769-0	1				
4	135--96	8	0769-0	1				
4	135--97	8	0769-0	1				
4	135--98	8	0769-0	1				
4	135--99	8	0769-0	1				
4	135--100	8	0769-0	1				

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	136--31	8	1837-0	2	1	2739	2530	209
4	136--17	8	1635-0	33				
4	136--26	8	1611-0	1		2649	2494	155
4	136--29	8	0867-0	1		3867	3605	262
4	136--32	8	1511-0	1		2100	2015	85
4	136--33	8	0727-0	1		2070	1943	127
4	136--39	8	1119-0	1		2269	2141	128
4	136--40	8	1111-0	34	12			
4	136--41	8	0727-0	1		2204	1952	252
4	136--42	8	0727-0	1		2110	1948	162
4	136--44	8	0769-0	2	1	2235	2045	190
4	136--45	8	1867-0	33				
4	136--47	8	1837-0	1		2828	2552	276
4	136--48	8	1511-0	1		2280	2077	203
4	136--49	8	0769-0	1		2295	1991	304
4	136--70	8	0569-0	33				
4	136--71	8	1837-0	1		2800	2701	99
4	136--92	8	1635-0	2	1	2931	2774	157
4	136--96	8	1211-0	33				
4	137--08	8	1837-0	35				
4	136--20	8	0727-0	1		2328	2020	308
4	136--38	8	0927-0	1		2770	2213	557
4	136--69	8	0927-0	1		2750	2231	519
4	136--72	8	1837-0	1		2817	2477	340
4	136--73	8	0769-0	1		2228	2054	174
4	136--75	8	0727-0	1		2131	1929	202
4	136--76	8	0867-0	1		3753	3487	266
4	136--79	8	0769-0	1		2405	2088	317
4	136--82	8	1837-0	1		2775	2622	153
4	136--83	8	0769-0	1		2202	2092	110
4	136--84	8	0769-0	1		2202	2092	110
4	136--85	8	0769-0	1		2202	2092	110
4	136--86	8	0769-0	1		2202	2092	110
4	136--87	8	0769-0	1		2202	2092	110
4	136--88	8	0769-0	1		2202	2092	110
4	136--89	8	0769-0	1		2202	2092	110
4	136--90	8	0769-0	1		2202	2092	110
4	136--91	8	0769-0	1		2202	2092	110
4	136--92	8	0769-0	1		2202	2092	110
4	136--93	8	0769-0	1		2202	2092	110
4	136--94	8	0769-0	1		2202	2092	110
4	136--95	8	0769-0	1		2202	2092	110
4	136--96	8	0769-0	1		2202	2092	110
4	136--97	8	0769-0	1		2202	2092	110
4	136--98	8	0769-0	1		2202	2092	110
4	136--99	8	0769-0	1		2202	2092	110
4	136--100	8	0769-0	1		2202	2092	110

SELLING

MONTH SOLD INVOICE NO.

MONTH SOLD INVOICE NO.

DEALER

DEALER NO.	INVOICE NO.	MONTH SOLD	YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	137--15	8	1619-0	1		2575	2396	179
4	137--26	9	0867-0	1		3762	3380	382
4	137--27	9	1111-0	1		2346	2143	203
4	137--33	9	0727-0	1		2118	1935	183
4	137--37	9	1837-0	1		2755	2547	208
4	137--39	9	0769-0	1		2202	1999	203
4	137--40	9	1839-0	1		3004	2663	341
4	137--42	9	1837-0	1		2955	2580	375
4	137--43	9	1111-0	1		2214	1953	261
4	137--44	9	0867-0	1		3598	3403	195
4	137--45	9	1839-0	1		2949	2724	225
4	137--46	9	1837-0	1		3026	2706	320
4	137--47	9	1837-0	1		3041	2828	213
4	137--49	9	1837-0	1		2959	2721	238
4	137--55	9	1635-0	1		3303	3136	167
4	137--56	9	1837-0	1		2865	2605	260
4	137--59	9	1645-0	1		3099	2901	198
4	137--60	9	0769-0	1		2152	1995	157
4	137--61	9	1511-0	1		2400	2238	162
4	137--62	9	0927-0	1		2665	2223	442
4	137--63	9	1837-0	1		2878	2569	309
4	137--64	9	1511-0	1		2437	2127	310
4	137--77	9	0569-0	1		2228	2015	213
4	137--79	9	0727-0	1		2235	1962	273
4	137--82	9	1867-0	1		3266	3100	166
4	137--84	9	0727-0	1		2325	1991	334
4	137--28	9	1637-0	34	12			
4	137--29	9	0769-0	1		2220	2092	128
4	137--30	9	1867-0	33				
4	137--31	9	1837-0	33				
4	137--32	9	0727-0	33				
4	137--38	9	1867-0	1				
4	137--68	9	1839-0	2	1	3060	2942	118
						3115	2851	264

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	137--81	9	1837-0 0569-0	1		2794	2658	136
4	137--83	9	0569-0	34	12			
4	138--08	9	1519-0			2202	2076	126
4	137--85	9	0569-0	1		2193	1939	254
4	137--97	9	0769-0	1		2190	2028	162
4	137--99	9	1635-0	1		3047	2803	244
4	138--13	9	0727-0	1		2322	2045	277
4	138--14	9	1111-0	1		2141	1928	213
4	138--15	9	0927-0	1		2525	2068	457
4	138--16	9	1837-0	1		2908	2710	198
4	138--17	9	1867-0	1		3181	2953	228
4	138--19	9	0727-0	1		2207	2031	176
4	138--20	9	1837-0	1		2717	2553	164
4	138--21	9	1837-0	1		2959	2704	255
4	138--22	9	0727-0	1		2210	1874	336
4	138--23	9	1837-0	1		2708	2395	313
4	138--24	9	0727-0	1		2157	1824	333
4	138--25	9	1839-0	1		2804	2632	172
4	138--07	9	1839-0	35				
4	138--36	9	0769-0	1		2143	1980	163
4	138--37	9	1135-0	1		2903	2413	490
4	138--38	9	0927-0	1		2700	2216	484
4	138--39	9	1837-0	1		2896	2646	250
4	138--51	9	1837-0	1		2806	2609	197
4	138--54	9	1837-0	1		2774	2458	316
4	138--56	9	1121-0	2	1	2101	1900	201
4	138--57	9	0527-0	1		2185	2044	141
4	138--40	9	0927-0	1		2715	2230	485
4	138--58	9	1835-0	1		3114	2942	172
4	138--59	9	1837-0	1		2741	2562	179
4	138--60	9	1837-0	1		2847	2684	163

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	138--64	9	0769-0	1				
4	138--71	9	1119-0	34	12	2234	2012	222
4	138--73	9	1835-0	1				85
4	138--74	9	1837-0	1			2904	129
4	138--75	9	1837-0	1			2468	158
4	138--76	9	0727-0	1			2605	155
4	138--78	9	1837-0	1			2024	296
4	138--79	9	1115-0	1			2543	212
4	138--80	9	0527-0	1			2327	189
4	138--82	9	0727-0	1			1994	169
4	138--83	9	0927-0	1			1887	407
4	138--84	9	1635-0	1			2204	284
4	138--77	9	0727-0	1			2753	134
4	138--90	9	0769-0	33			2064	
4	139--00	9	0569-0	33				
4	138--91	9	0727-0	1				
4	138--92	9	0769-0	1			1966	182
4	138--95	9	1839-0	1			2096	162
4	138--96	9	1635-0	1			2610	378
4	138--97	9	0769-0	1			2831	210
4	138--98	9	1511-0	1			2055	204
4	139--01	9	1839-0	1			2283	282
4	139--25	9	1135-0	1			2826	199
4	138--93	9	1111-0	33			2545	126
4	138--99	9	1837-0	1				
4	139--17	9	0569-0	1			2493	339
4	139--19	9	1837-0	1			2035	195
4	139--20	9	1837-0	1			2555	214
4	139--21	9	1837-0	1			2497	316
4	139--23	9	0727-0	1			2543	183
4	139--26	9	0727-0	1			1910	175
4	139--18	9	1635-0	1			1992	305
4	139--39	9	1837-0	1			2798	123
							2549	115

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	138--94	9	1519-0	1		2437	2155	282
4	139--24	9	1839-0	1		2807	2651	156
4	139--40	9	1839-0	1		3332	2657	675
4	139--41	9	0769-0	1		2256	2047	209
4	139--42	9	1235-0	1		2674	2511	163
4	139--43	9	1111-0	1		2083	1904	179
4	139--48	9	1839-0	1		3022	2744	278
4	139--52	9	1839-0	1		3092	2957	135
4	139--54	9	1619-0	1		2689	2484	205
4	139--59	9	0527-0	1		2322	1948	374
4	139--81	9	1837-0	1		2620	2477	143
4	139--63	9	1835-0	1		3047	2941	106
4	139--49	9	0727-0	1		2160	2008	152
4	139--64	9	1837-0	1		3058	2814	244
4	139--66	9	0927-0	1		2632	2246	386
4	139--67	9	1635-0	1		3268	3060	208
4	139--68	9	1519-0	1		2578	2362	216
4	139--69	9	1111-0	1		2350	2157	193
4	139--71	9	1111-0	1		2221	2099	122
4	139--72	9	1839-0	1		2843	2629	214
4	139--73	9	0769-0	1		2246	2094	152
4	139--74	9	0769-0	1		2271	2062	209
4	139--75	9	1837-0	1		3042	2549	493
4	139--78	9	1619-0	1		2925	2483	442
4	139--80	9	1839-0	1		3068	2665	403
4	139--82	9	0769-0	1		3166	2435	412
4	139--84	9	1635-0	1		2733	2433	223
4	139--87	9	1619-0	1		2174	2047	109
4	139--85	9	1211-0	1		2500	2420	142
4	140--08	9	0769-0	1		2500	2420	142
4	140--11	9	0769-0	1		2500	2420	142
4	140--12	9	0769-0	1		2500	2420	142
4	140--13	9	0769-0	1		2500	2420	142
4	140--14	9	0769-0	1		2500	2420	142
4	140--15	9	0769-0	1		2500	2420	142
4	140--16	9	0769-0	1		2500	2420	142
4	140--17	9	0769-0	1		2500	2420	142
4	140--18	9	0769-0	1		2500	2420	142
4	140--19	9	0769-0	1		2500	2420	142
4	140--20	9	0769-0	1		2500	2420	142
4	140--21	9	0769-0	1		2500	2420	142
4	140--22	9	0769-0	1		2500	2420	142
4	140--23	9	0769-0	1		2500	2420	142
4	140--24	9	0769-0	1		2500	2420	142
4	140--25	9	0769-0	1		2500	2420	142
4	140--26	9	0769-0	1		2500	2420	142
4	140--27	9	0769-0	1		2500	2420	142
4	140--28	9	0769-0	1		2500	2420	142
4	140--29	9	0769-0	1		2500	2420	142
4	140--30	9	0769-0	1		2500	2420	142
4	140--31	9	0769-0	1		2500	2420	142
4	140--32	9	0769-0	1		2500	2420	142
4	140--33	9	0769-0	1		2500	2420	142
4	140--34	9	0769-0	1		2500	2420	142
4	140--35	9	0769-0	1		2500	2420	142
4	140--36	9	0769-0	1		2500	2420	142
4	140--37	9	0769-0	1		2500	2420	142
4	140--38	9	0769-0	1		2500	2420	142
4	140--39	9	0769-0	1		2500	2420	142
4	140--40	9	0769-0	1		2500	2420	142
4	140--41	9	0769-0	1		2500	2420	142
4	140--42	9	0769-0	1		2500	2420	142
4	140--43	9	0769-0	1		2500	2420	142
4	140--44	9	0769-0	1		2500	2420	142
4	140--45	9	0769-0	1		2500	2420	142
4	140--46	9	0769-0	1		2500	2420	142
4	140--47	9	0769-0	1		2500	2420	142
4	140--48	9	0769-0	1		2500	2420	142
4	140--49	9	0769-0	1		2500	2420	142
4	140--50	9	0769-0	1		2500	2420	142
4	140--51	9	0769-0	1		2500	2420	142
4	140--52	9	0769-0	1		2500	2420	142
4	140--53	9	0769-0	1		2500	2420	142
4	140--54	9	0769-0	1		2500	2420	142
4	140--55	9	0769-0	1		2500	2420	142
4	140--56	9	0769-0	1		2500	2420	142
4	140--57	9	0769-0	1		2500	2420	142
4	140--58	9	0769-0	1		2500	2420	142
4	140--59	9	0769-0	1		2500	2420	142
4	140--60	9	0769-0	1		2500	2420	142
4	140--61	9	0769-0	1		2500	2420	142
4	140--62	9	0769-0	1		2500	2420	142
4	140--63	9	0769-0	1		2500	2420	142
4	140--64	9	0769-0	1		2500	2420	142
4	140--65	9	0769-0	1		2500	2420	142
4	140--66	9	0769-0	1		2500	2420	142
4	140--67	9	0769-0	1		2500	2420	142
4	140--68	9	0769-0	1		2500	2420	142
4	140--69	9	0769-0	1		2500	2420	142
4	140--70	9	0769-0	1		2500	2420	142
4	140--71	9	0769-0	1		2500	2420	142
4	140--72	9	0769-0	1		2500	2420	142
4	140--73	9	0769-0	1		2500	2420	142
4	140--74	9	0769-0	1		2500	2420	142
4	140--75	9	0769-0	1		2500	2420	142
4	140--76	9	0769-0	1		2500	2420	142
4	140--77	9	0769-0	1		2500	2420	142
4	140--78	9	0769-0	1		2500	2420	142
4	140--79	9	0769-0	1		2500	2420	142
4	140--80	9	0769-0	1		2500	2420	142
4	140--81	9	0769-0	1		2500	2420	142
4	140--82	9	0769-0	1		2500	2420	142
4	140--83	9	0769-0	1		2500	2420	142
4	140--84	9	0769-0	1		2500	2420	142
4	140--85	9	0769-0	1		2500	2420	142
4	140--86	9	0769-0	1		2500	2420	142
4	140--87	9	0769-0	1		2500	2420	142
4	140--88	9	0769-0	1		2500	2420	142
4	140--89	9	0769-0	1		2500	2420	142
4	140--90	9	0769-0	1		2500	2420	142
4	140--91	9	0769-0	1		2500	2420	142
4	140--92	9	0769-0	1		2500	2420	142
4	140--93	9	0769-0	1		2500	2420	142
4	140--94	9	0769-0	1		2500	2420	142
4	140--95	9	0769-0	1		2500	2420	142
4	140--96	9	0769-0	1		2500	2420	142
4	140--97	9	0769-0	1		2500	2420	142
4	140--98	9	0769-0	1		2500	2420	142
4	140--99	9	0769-0	1		2500	2420	142
4	140--100	9	0769-0	1		2500	2420	142

MODEL NO.

DEALER

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
44	140--07	9	1211-0	1		2492	2276	216
44	140--09	9	1111-0	1		2393	2180	213
44	140--10	9	1611-0	1		2661	2352	309
44	140--11	9	1511-0	1		2424	2178	246
44	140--25	9	1635-0	1		2933	2705	228
44	140--47	9	1837-0	1		2781	2654	127
44	140--27	9	0727-0	1		2486	2131	355
44	140--28	9	1235-0	33				
44	140--35	9	1837-0	1		2792	2589	203
44	140--44	9	0867-0	1		3584	3220	364
44	140--46	9	1611-0	1		2475	2309	166
44	140--83	9	1837-0	1		2765	2664	101
44	140--84	9	1635-0	1		2850	2730	120
44	140--79	9	1111-0	1		2087	1985	102
44	140--80	9	1835-0	1		2940	2717	223
44	140--81	9	1835-0	1		3445	3221	224
44	140--82	9	0769-0	1		2388	2166	222
44	141--11	10	0769-0	1		2183	2100	83
44	141--16	10	0769-0	1		2262	2128	134
44	140--85	10	1635-0	1		2878	2708	170
44	140--88	10	1837-0	1		2874	2549	325
44	140--89	10	0769-0	1		2350	2065	285
44	140--91	10	0569-0	1		2300	2015	285
44	141--02	10	1837-0	1		2714	2518	196
44	141--09	10	1135-0	1		2653	2476	177
44	141--12	10	1837-0	1		2776	2658	118
44	141--15	10	1867-0	1		3108	2816	292
44	141--19	10	1215-0	1		2642	2465	177
44	141--20	10	1837-0	1		2785	2594	191
44	141--21	10	1511-0	1		2555	2379	176
44	141--22	10	1839-0	1		2975	2702	273
44	141--26	10	1635-0	1		2916	2731	185
44	141--31	10	1837-0	1		2845	2730	115

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	141--13	10	1635-0	1		2930	2766	214
4	141--29	10	0927-1	1		2721	2184	537
4	141--34	10	1837-0	1		2883	2586	297
4	141--35	10	0927-1	1		2686	2183	503
4	141--38	10	0727-1	1		2547	2094	453
4	141--47	10	0527-1	1		2292	1938	354
4	141--81	10	0569-0	1		2283	2004	279
4	141--82	10	1837-0	31				
4	141--33	10	1837-0	31				
4	141--45	10	1111-0	31				
4	141--46	10	0569-0	31				
4	141--77	10	1611-1	2	1	2633	2392	241
4	141--78	10	1837-1	34	12			
4	141--79	10	0769-1	33				
4	141--89	10	1635-1	35				
4	141--97	10	1635-1	35				
4	142--02	10	1669-1	33				
4	142--03	10	1669-1	33				
4	142--08	10	1837-0	31				
4	142--11	10	0727-1	33				
4	142--12	10	1111-1	33				
4	142--17	10	0769-1	1		2214	2082	132
4	142--20	10	1837-1	34	12			
4	142--21	10	0927-1	34	12			
4	142--22	10	1839-1	33				
4	142--23	10	1839-1	33				
4	142--25	10	0769-0	31				
4	142--31	10	1839-0	31				
4	142--35	10	0867-1	33				
4	142--41	10	0867-0	31				
4	141--23	10	1839-0	1				
4	141--24	10	0927-1	1				
4	141--25	10	1669-1	1				
4	141--26	10	1669-1	1				
4	141--27	10	1669-1	1				
4	141--28	10	1669-1	1				
4	141--29	10	1669-1	1				
4	141--30	10	1669-1	1				
4	141--31	10	1669-1	1				
4	141--32	10	1669-1	1				
4	141--33	10	1669-1	1				
4	141--34	10	1669-1	1				
4	141--35	10	1669-1	1				
4	141--36	10	1669-1	1				
4	141--37	10	1669-1	1				
4	141--38	10	1669-1	1				
4	141--39	10	1669-1	1				
4	141--40	10	1669-1	1				
4	141--41	10	1669-1	1				
4	141--42	10	1669-1	1				
4	141--43	10	1669-1	1				
4	141--44	10	1669-1	1				
4	141--45	10	1669-1	1				
4	141--46	10	1669-1	1				
4	141--47	10	1669-1	1				
4	141--48	10	1669-1	1				
4	141--49	10	1669-1	1				
4	141--50	10	1669-1	1				
4	141--51	10	1669-1	1				
4	141--52	10	1669-1	1				
4	141--53	10	1669-1	1				
4	141--54	10	1669-1	1				
4	141--55	10	1669-1	1				
4	141--56	10	1669-1	1				
4	141--57	10	1669-1	1				
4	141--58	10	1669-1	1				
4	141--59	10	1669-1	1				
4	141--60	10	1669-1	1				
4	141--61	10	1669-1	1				
4	141--62	10	1669-1	1				
4	141--63	10	1669-1	1				
4	141--64	10	1669-1	1				
4	141--65	10	1669-1	1				
4	141--66	10	1669-1	1				
4	141--67	10	1669-1	1				
4	141--68	10	1669-1	1				
4	141--69	10	1669-1	1				
4	141--70	10	1669-1	1				
4	141--71	10	1669-1	1				
4	141--72	10	1669-1	1				
4	141--73	10	1669-1	1				
4	141--74	10	1669-1	1				
4	141--75	10	1669-1	1				
4	141--76	10	1669-1	1				
4	141--77	10	1669-1	1				
4	141--78	10	1669-1	1				
4	141--79	10	1669-1	1				
4	141--80	10	1669-1	1				
4	141--81	10	1669-1	1				
4	141--82	10	1669-1	1				
4	141--83	10	1669-1	1				
4	141--84	10	1669-1	1				
4	141--85	10	1669-1	1				
4	141--86	10	1669-1	1				
4	141--87	10	1669-1	1				
4	141--88	10	1669-1	1				
4	141--89	10	1669-1	1				
4	141--90	10	1669-1	1				
4	141--91	10	1669-1	1				
4	141--92	10	1669-1	1				
4	141--93	10	1669-1	1				
4	141--94	10	1669-1	1				
4	141--95	10	1669-1	1				
4	141--96	10	1669-1	1				
4	141--97	10	1669-1	1				
4	141--98	10	1669-1	1				
4	141--99	10	1669-1	1				
4	141--100	10	1669-1	1				
4	141--101	10	1669-1	1				
4	141--102	10	1669-1	1				
4	141--103	10	1669-1	1				
4	141--104	10	1669-1	1				
4	141--105	10	1669-1	1				
4	141--106	10	1669-1	1				
4	141--107	10	1669-1	1				
4	141--108	10	1669-1	1				
4	141--109	10	1669-1	1				
4	141--110	10	1669-1	1				
4	141--111	10	1669-1	1				
4	141--112	10	1669-1	1				
4	141--113	10	1669-1	1				
4	141--114	10	1669-1	1				
4	141--115	10	1669-1	1				
4	141--116	10	1669-1	1				
4	141--117	10	1669-1	1				
4	141--118	10	1669-1	1				
4	141--119	10	1669-1	1				
4	141--120	10	1669-1	1				
4	141--121	10	1669-1	1				
4	141--122	10	1669-1	1				
4	141--123	10	1669-1	1				
4	141--124	10	1669-1	1				
4	141--125	10	1669-1	1				
4	141--126	10	1669-1	1				
4	141--127	10	1669-1	1				
4	141--128	10	1669-1	1				
4	141--129	10	1669-1	1				
4	141--130	10	1669-1	1				
4	141--131	10	1669-1	1				
4	141--132	10	1669-1	1				
4	141--133	10	1669-1	1				
4	141--134	10	1669-1	1				
4	141--135	10	1669-1	1				
4	141--136	10	1669-1	1				
4	141--137	10	1669-1	1				
4	141--138	10	1669-1	1				
4	141--139	10	1669-1	1				
4	141--140	10	1669-1	1				
4	141--141	10	1669-1	1				
4	141--142	10	1669-1	1				
4	141--143	10	1669-1	1				
4	141--144	10	1669-1	1				
4	141--145	10	1669-1	1				
4	141--146	10	1669-1	1				
4	141--147	10	1669-1	1				
4	141--148	10	1669-1	1				
4	141--149	10	1669-1	1				
4	141--150	10	1669-1	1				
4	141--151	10	1669-1	1				
4	141--152	10	1669-1	1				
4	141--153	10	1669-1	1				
4	141--154	10	1669-1	1				
4	141--155	10	1669-1	1				
4	141--156	10	1669-1	1				
4	141--157	10	1669-1	1				
4	141--158	10	1669-1	1				
4	141--159	10	1669-1	1				
4	141--160	10	1669-1	1				
4	141--161	10	1669-1	1				
4	141--162	10	1669-1	1				
4	141--163	10	1669-1	1				
4	141--164	10	1669-1	1				
4	141--165	10	1669-1	1				
4	141--166	10	1669-1	1				
4	141--167	10	1669-1	1				
4	141--168	10	1669-1	1				
4	141--169	10	1669-1	1				
4	141--170	10	1669-1	1				
4	141--171	10	1669-1	1				
4	141--172	10	1669-1	1				
4	141--173	10	1669-1	1				
4	141--174	10	1669-1	1				
4	141--175	10	1669-1	1				
4	141--176	10	1669-1	1				
4	141--177	10	1669-1	1				
4	141--178	10	1669-1	1				
4	141--179	10	1669-1	1				
4	141--180	10	1669-1	1				
4	141--181							

141-22 10 0927-1 1 5076 2559 957

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	141--40	10	1839-0	1		2881	2676	205
4	141--41	10	0927-1	1		2686	2188	498
4	141--42	10	1837-1	1		2870	2618	252
4	141--43	10	0867-0	31				
4	141--48	10	1837-1	1		3513	2924	589
4	141--58	10	0927-1	1		2499	2160	339
4	141--59	10	1837-0	31				
4	141--87	10	0867-0	31				
4	141--88	10	1611-0	31				
4	141--90	10	1869-1	1		2834	2559	275
4	141--91	10	1637-1	1		2809	2403	406
4	141--86	10	0727-1	1		2395	2037	358
4	141--92	10	0927-1	1		2655	2225	430
4	142--07	10	1845-1	1		3395	2990	405
4	142--09	10	1837-0	31				
4	142--22	10	1837-1	1		3072	2665	407
4	142--29	10	1839-1	1		3211	2734	477
4	142--33	10	1837-1	1		2824	2626	198
4	142--43	10	1235-1	1		2815	2589	226
4	142--44	10	0867-1	1		3803	3589	214
4	141--96	10	0927-1	1		2552	2167	385
4	142--42	10	1845-1	1		3455	2955	500
4	142--45	10	1669-1	1		2650	2418	232
4	142--47	10	0927-1	1		2491	2188	303
4	142--49	10	1837-1	1		3798	3174	624
4	142--51	10	0867-0	31				
4	142--52	10	1619-0	31				
4	142--53	10	0727-1	1		2381	2019	362
4	142--79	10	1111-1	2	1	2281	2028	253
4	142--80	10	1837-1	1	12	2656	2540	116
4	142--81	10	0727-1	34				
4	142--82	10	1837-1	35				
4	142--83	10	1837-1	35				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	142--88	10	1837-1	34	1			
4	142--48	10	1837-1	32				
4	142--86	10	0927-1	34	12			
4	142--y1	10	1867-1	33				
4	142--95	10	1839-1	34	12			
4	142--96	10	0927-1	34	12			
4	142--97	10	1837-1	33				
4	142--98	10	1837-1	33		2390	2061	329
4	143--19	10	1837-1	33		3148	2702	446
4	142--24	10	0727-1	1		2759	2606	153
4	142--78	10	1245-1	1		2407	2181	226
4	142--85	10	1837-1	1				
4	142--90	10	0927-1	1				
4	142--89	10	1535-0	31				
4	143--28	10	1669-1	33				
4	143--36	10	1837-1	35				
4	143--39	10	1837-1	35				
4	143--43	10	1211-1	33				
4	143--51	10	0769-1	33		3516	3384	132
4	143--60	10	0867-1	1		3127	2650	477
4	142--30	10	1839-1	1				
4	142--70	10	1867-9	31				
4	142--94	10	1837-1	1		2998	2569	429
4	143--04	10	1235-1	33				
4	143--06	10	1169-1	33				
4	143--07	10	1669-1	1				
4	143--09	10	1837-1	1				
4	143--20	10	1837-0	31				
4	143--29	10	0927-1	1		2583	2404	179
4	143--52	10	0927-1	1		3007	2638	369
4	143--22	10	0927-1	33				
4	143--23	10	0927-1	33		2380	2149	231
4	143--24	10	0927-1	33		2350	2179	171

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	143--27	10	1839-1	34	12			
4	143--63	10	1839-1	33				
4	143--65	10	0927-1	34	12			
4	143--67	10	1837-1	33				
4	143--26	10	1867-1	1				248
4	143--58	10	1839-1	1		2996	2748	442
4	143--59	10	0927-1	1		3017	2575	493
4	143--25	10	1837-1	33		2686	2193	
4	143--61	10	1835-1	33				
4	143--62	10	1837-1	2	1	2945	2550	395
4	143--64	10	1839-1	33				
4	143--66	10	1839-1	33				
4	143--97	10	0569-0	31				
4	143--99	10	0727-1	35				
4	143--35	10	1837-1	1				
4	143--38	10	0927-1	1		3058	2626	432
4	143--68	10	1837-0	31		2450	2016	434
4	143--69	10	0927-1	1				
4	143--70	10	1669-1	1		2543	2192	351
4	143--80	10	0769-1	1		2736	2454	282
4	143--91	10	0727-1	1		2573	2059	514
4	143--98	10	0867-0	31		2124	2028	96
4	143--45	10	1619-0	31				
4	144--53	10	0769-1	2				
4	144--80	10	1839-1	33	1	2304	2095	209
4	144--81	10	1839-1	33				
4	141--27	10	1867-1	1				
4	143--05	10	1837-1	1		3764	2932	832
4	143--33	10	0769-1	1		2802	2596	206
4	143--41	10	0927-1	1		2309	2046	263
4	143--42	10	R1206-1	1		2648	2158	490
4	143--47	10	0867-1	1		2777	2417	360
4	143--49	10	1839-1	1		5184	3990	1194
4		10				2996	2749	247

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
44	143--79	10	0927-1	1		2474	2215	259
44	144--00	10	1867-1	1		3367	3097	270
44	144--61	10	1845-1	1		3355	3057	298
44	143--37	10	1837-0	31				
44	144--65	10	1619-0	31				
44	144--66	10	1867-1	33				
44	143--34	10	1635-1	1		3402	3078	324
44	143--44	10	0727-1	1		2444	2107	337
44	144--68	10	0769-1	1		2554	2071	483
44	144--93	10	1867-1	1		3297	2899	398
44	142--99	10	1635-1	33				
44	144--71	10	0727-1	33				
44	144--82	10	1635-1	33				
44	144--83	10	1839-1	35				
44	144--87	10	1837-1	32				
44	144--97	10	1839-1	33				
44	145--12	10	0769-1	35				
44	145--13	10	0727-1	35				
44	145--14	10	1211-1	35				
44	145--16	10	1839-1	33				
44	145--22	10	1635-1	33				
44	143--32	10	0927-1	1		2419	2052	367
44	143--48	10	0727-1	1		2194	1882	312
44	143--95	10	0927-1	1		2582	2179	403
44	144--69	10	1235-1	33				
44	144--70	10	1837-1	1		2964	2663	301
44	144--72	10	0727-0	31				
44	144--84	10	1837-0	31				
44	144--85	10	0569-0	31				
44	144--86	10	0927-1	35				
44	144--88	10	1837-1	1				
44	144--90	10	1837-1	1				
44	144--91	10	1837-1	1				
44	144--92	10	1837-1	1				
44	144--93	10	1837-1	1				
44	144--94	10	1837-1	1				
44	144--95	10	1837-1	1				
44	144--96	10	1837-1	1				
44	144--97	10	1837-1	1				
44	144--98	10	1837-1	1				
44	144--99	10	1837-1	1				
44	144--00	10	1837-1	1				
44	144--01	10	1837-1	1				
44	144--02	10	1837-1	1				
44	144--03	10	1837-1	1				
44	144--04	10	1837-1	1				
44	144--05	10	1837-1	1				
44	144--06	10	1837-1	1				
44	144--07	10	1837-1	1				
44	144--08	10	1837-1	1				
44	144--09	10	1837-1	1				
44	144--10	10	1837-1	1				
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44	144--46	10	1837-1	1				
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44	144--82	10	1837-1	1				
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44	144--40	10	1837-1	1				
44	144--41	10	1837-1	1				
44	144--42	10	1837-1	1				
44	144--43	10	1837-1	1				
44	144--44	10	1837-1	1				
44	144--45	10	1837-1	1				
44	144--46							

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	145--28	10	1169-1	33				
4	145--31	10	1837-1	33				
4	145--32	10	1837-1	34	12			
4	145--35	10	1839-1	33				
4	145--39	10	1837-1	35				
4	145--40	10	1635-1	33				
4	145--41	10	0927-1	1		2039	1921	118
4	145--42	10	0927-1	34	12			
4	145--43	10	1835-1	34	12			
4	145--50	10	1867-0	31				
4	143--46	10	1635-1	33				
4	143--93	10	1867-1	1		3448	3080	368
4	143--96	10	1111-0	31				
4	145--10	10	1511-1	1		2465	2242	223
4	145--29	10	1867-0	31				
4	145--30	10	1839-1	1		2818	2608	210
4	145--33	10	0727-1	1		2382	2050	332
4	145--34	10	0927-1	34	12			
4	145--44	10	1837-1	1		2879	2635	244
4	145--45	10	1839-1	1		3676	3261	415
4	145--47	10	1839-1	1		2865	2672	193
4	145--48	10	1269-1	1		2530	2339	191
4	145--68	10	1111-1	1		2131	1961	170
4	144--01	10	0927-1	1		2619	2200	419
4	144--02	10	0927-1	1		2544	2057	487
4	144--98	10	1837-0	31				
4	144--99	10	1215-0	31				
4	145--00	10	1837-1	1		2925	2568	357
4	145--07	10	1245-1	1		3100	2630	470
4	145--05	10	1619-0	31				
4	145--09	10	1837-1	1		3006	2624	382
4	145--11	10	0727-1	1		2260	1989	271
4	145--51	10	1635-1	1		2973	2730	243

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	145--63	10	1837-1	1		3246	2764	482
4	141--80	10	1111-0	31				
4	142--40	10	0769-1	1		2421	2156	265
4	143--94	10	0867-1	1		4492	3988	504
4	144--73	10	1611-0	31				
4	143--30	10	1837-1	35				
4	145--02	10	0867-0	31				
4	145--03	10	1839-1	1		2962	2707	255
4	145--15	10	1839-1	33				
4	145--27	10	1839-1	33				
4	145--62	10	1867-1	33				
4	145--78	10	1135-1	1		2389	2271	118
4	145--79	10	0927-1	33				
4	145--89	11	1111-1	1		2302	2115	187
4	146--09	11	1169-1	33				
4	146--13	11	1839-1	1				
4	146--15	11	0927-1	1		2998	2610	398
4	146--31	11	0735-1	1		2523	2118	405
4	146--33	11	0927-1	1		2683	2295	388
4	145--69	11	1839-1	1		2428	2179	249
4	145--81	11	1569-1	33				
4	145--87	11	1839-1	1		2476	2360	116
4	145--88	11	1535-1	33				
4	145--90	11	1837-1	35				
4	145--91	11	1839-1	33				
4	145--93	11	1839-0	33				
4	145--96	11	1839-1	31		3415	3322	93
4	145--99	11	1637-1	1				
4	146--00	11	1839-1	33				
4	146--01	11	1839-1	33				
4	146--04	11	1839-1	33				
4	146--07	11	0927-1	33				
4	146--08	11	1637-1	33				

11
0927-1
1037-1

11
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1037-1

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DEALER
NO.

INVOICE NO.

MONTH
AND
YEAR

MODEL NO.

TYPE OF
SALE

OUTLET
NO.

NET
SELLING
PRICE TO
CUSTOMER

DEALER
INVOICE

MARKUP

4 146--11 11 1837-1 35
4 146--12 11 1635-1 35
4 146--14 11 1645-1 35
4 146--32 11 1669-1 1
4 146--42 11 0769-1 33
4 146--43 11 1837-1 33
4 145--84 11 1669-1 33
4 146--26 11 1635-1 35
4 146--56 11 1635-1 33
4 146--66 11 1867-0 31
4 145--80 11 0927-1 1
4 145--95 11 1837-1 1
4 145--97 11 1837-1 1
4 146--23 11 0769-1 33
4 146--24 11 0735-1 1
4 146--27 11 0927-1 1
4 146--29 11 1839-1 1
4 146--30 11 1635-1 1
4 146--35 11 0727-1 1
4 146--39 11 1837-1 1
4 146--46 11 0927-1 1
4 146--55 11 0927-1 34
4 146--58 11 1669-1 33
4 146--64 11 0527-1 1
4 146--68 11 1839-1 1
4 146--25 11 0927-1 1
4 146--28 11 1569-1 1
4 146--37 11 0927-1 1
4 146--52 11 0927-1 1
4 145--85 11 0727-1 34
4 146--40 11 0735-1 32
4 146--57 11 1839-1 33
4 146--61 11 1839-1 33

117

2453

2570

2634 439
2959 190
2884 254
2558 291
2587 421
3047 419
2977 187
2222 195
2944 312
2517 359
2195 2195
2769 2769
2630 2630
2267 2267
2166 2166
2628 2628
2790 2790
2027 2027
2632 2632
2158 2158

12

1994 208
2890 295
2562 440
2570 362
2686 507
2496 371
1786 1786
2595 2595
2122 2122
2208 2208
2179 2179
2125 2125

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1113

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

11 0922-11 33 146-51 147-51

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	147--28	11	0927-1	33				
4	147--30	11	1837-1	34	12			
4	147--32	11	1635-1	34	12			
4	147--57	11	1837-1	33				
4	147--58	11	1111-1	34	12			
4	147--59	11	1837-1	1		2726	2580	146
4	147--60	11	1839-1	2	1	2929	2694	235
4	147--61	11	1269-1	1		2361	2248	113
4	147--64	11	1839-1	33				
4	147--65	11	1839-1	33				
4	147--68	11	0727-1	2	1	2248	2013	235
4	147--70	11	1839-1	33				
4	147--72	11	1839-1	34	12			
4	147--75	11	0927-1	34	12			
4	147--79	11	1837-1	33				
4	147--81	11	1837-1	33				
4	147--82	11	1837-1	33				
4	147--83	11	0769-1	33				
4	147--90	11	0769-0	31		2950	2621	329
4	146--67	11	1235-1	1		2418	2145	273
4	147--38	11	1169-1	1		2780	2579	201
4	147--66	11	1837-1	1		2780	2578	202
4	147--67	11	1837-1	1		2636	2188	448
4	147--88	11	0927-1	1		2447	2236	211
4	148--00	11	0735-1	1		2869	2686	183
4	148--05	11	1837-1	1		2815	2484	331
4	148--06	11	1837-1	1		2910	2720	190
4	148--28	11	1839-1	1		3047	2945	102
4	147--29	11	1835-1	1				
4	147--35	11	1837-1	34	12			
4	147--62	11	1839-1	2	1	2902	2667	235
4	147--63	11	1839-1	33				
4	147--76	11	1837-1	2	1	2808	2584	224

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	DEALER - COURTESY		OUTLET NO.*	DEALER INVOICE	MARKUP
			MODEL NO. AND YEAR	TYPE OF SALE*			
					12		
						NET SELLING PRICE TO CUSTOMER	
4	147--80	11	0927-1	34			
4	147--86	11	1121-1	33			
4	147--87	11	1121-1	33			
4	147--94	11	0769-1	35			
4	147--95	11	1639-1	33			
4	147--96	11	1569-1	33			
4	147--96	11	0735-1	33			
4	148--01	11	0927-1	35			
4	148--02	11	1839-1	33			
4	146--02	11	1839-1	33			
4	146--04	11	1839-1	33			
4	146--59	11	1839-1	33			
4	146--69	11	1839-1	33			
4	146--87	11	1839-1	33			
4	146--88	11	1839-1	33			
4	146--90	11	1839-1	33			
4	146--91	11	1839-1	33			
4	146--92	11	1839-1	33			
4	146--93	11	1839-1	33			
4	147--46	11	0927-1	1		2384	113
4	147--53	11	0769-1	1		2122	128
4	147--77	11	1839-1	33			
4	147--85	11	1839-1	33			
4	148--22	11	1215-0	31			
4	147--69	11	1839-1	1			
4	147--99	11	1837-1	1			
4	148--03	11	1837-1	1			
4	148--19	11	1169-1	1			
4	148--24	11	0927-1	1			
4	147--37	11	1837-1	1			
4	147--48	11	1635-1	1			
4	147--49	11	1437-0	1			
4	147--50	11	1437-0	1			
4	147--51	11	1437-0	1			
4	147--52	11	1437-0	1			
4	147--53	11	1437-0	1			
4	147--54	11	1437-0	1			
4	147--55	11	1437-0	1			
4	147--56	11	1437-0	1			
4	147--57	11	1437-0	1			
4	147--58	11	1437-0	1			
4	147--59	11	1437-0	1			
4	147--60	11	1437-0	1			
4	147--61	11	1437-0	1			
4	147--62	11	1437-0	1			
4	147--63	11	1437-0	1			
4	147--64	11	1437-0	1			
4	147--65	11	1437-0	1			
4	147--66	11	1437-0	1			
4	147--67	11	1437-0	1			
4	147--68	11	1437-0	1			
4	147--69	11	1437-0	1			
4	147--70	11	1437-0	1			
4	147--71	11	1437-0	1			
4	147--72	11	1437-0	1			
4	147--73	11	1437-0	1			
4	147--74	11	1437-0	1			
4	147--75	11	1437-0	1			
4	147--76	11	1437-0	1			
4	147--77	11	1437-0	1			
4	147--78	11	1437-0	1			
4	147--79	11	1437-0	1			
4	147--80	11	1437-0	1			
4	147--81	11	1437-0	1			
4	147--82	11	1437-0	1			
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4	147--84	11	1437-0	1			
4	147--85	11	1437-0	1			
4	147--86	11	1437-0	1			
4	147--87	11	1437-0	1			
4	147--88	11	1437-0	1			
4	147--89	11	1437-0	1			
4	147--90	11	1437-0	1			
4	147--91	11	1437-0	1			
4	147--92	11	1437-0	1			
4	147--93	11	1437-0	1			
4	147--94	11	1437-0	1			
4	147--95	11	1437-0	1			
4	147--96	11	1437-0	1			
4	147--97	11	1437-0	1			
4	147--98	11	1437-0	1			
4	147--99	11	1437-0	1			
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4	147--01	11	1437-0	1			
4	147--02	11	1437-0	1			
4	147--03	11	1437-0	1			
4	147--04	11	1437-0	1			
4	147--05	11	1437-0	1			
4	147--06	11	1437-0	1			
4	147--07	11	1437-0	1			
4	147--08	11	1437-0	1			
4	147--09	11	1437-0	1			
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4	147--17	11	1437-0	1			
4	147--18	11	1437-0	1			
4	147--19	11	1437-0	1			
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4	147--22	11	1437-0	1			
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4	147--30	11	1437-0	1			
4	147--31	11	1437-0	1			
4	147--32	11	1437-0	1			
4	147--33	11	1437-0	1			
4	147--34	11	1437-0	1			
4	147--35	11	1437-0	1			
4	147--36	11	1437-0	1			
4	147--37	11	1437-0	1			
4	147--38	11	1437-0	1			
4	147--39	11	1437-0	1			
4	147--40	11	1437-0	1			
4	147--41	11	1437-0	1			
4	147--42	11	1437-0	1			
4	147--43	11	1437-0	1			
4	147--44	11	1437-0	1			
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4	147--47	11	1437-0	1			
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4	147--58	11	1437-0	1			
4	147--59	11	1437-0	1			
4	147--60	11	1437-0	1			
4	147--61	11	1437-0	1			
4	147--62	11	1437-0	1			
4	147--63	11	1437-0	1			
4	147--64	11	1437-0	1			
4	147--65	11	1437-0	1			
4	147--66	11	1437-0	1			
4	147--67	11	1437-0	1			
4	147--68	11	1437-0	1			
4	147--69	11	1437-0	1			
4	147--70	11	1437-0	1			
4	147--71	11	1437-0	1			
4	147--72	11	1437-0	1			
4	147--73	11	1437-0	1			
4	147--74	11	1437-0	1			
4	147--75	11	1437-0	1			
4	147--76	11	1437-0	1			
4	147--77	11	1437-0	1			
4	147--78	11	1437-0	1			
4	147--79	11	1437-0	1			
4	147--80	11	1437-0	1			
4	147--81	11	1437-0	1			
4	147--82	11	1437-0	1			
4	147--83	11	1437-0	1			
4	147--84	11	1437-0	1			
4	147--85	11	1437-0	1			
4	147--86	11	1437-0	1			
4	147--87	11	1437-0	1			
4	147--88	11	1437-0	1			
4	147--89	11	1437-0	1			
4	147--90	11	1437-0	1			
4	147--91	11	1437-0	1			
4	147--92	11	1437-0	1			
4	147--93	11	1437-0	1			
4	147--94	11	1437-0	1			
4	147--95	11	1437-0	1			
4	147--96	11	1437-0	1			
4	147--97	11	1437-0	1			
4	147--98	11	1437-0	1			
4	147--99	11	1437-0	1			
4	147--00	11	1437-0	1			
4	147--01	11	1437-0	1			
4	147--02	11	1437-0	1			
4	147--03	11	1437-0	1			
4	147--04	11	1437-0	1			
4	147--05	11	1437-0	1			
4	147--06	11	1437-0	1			
4	147--07	11	1437-0	1			
4	147--08	11	1437-0	1			
4	147--09	11	1437-0	1			
4	147--10	11	1437-0	1			
4	147--11	11	1437-0	1			
4	147--12	11	1437-0	1			
4	147--13	11	1437-0	1			
4	147--14	11	1437-0	1			
4	147--15	11	1437-0	1			
4	147--16	11	1437-0	1			
4	147--17	11	1437-0	1			
4	147--18	11	1437-0	1			
4	147--19	11	1437-0	1			

147-02 148-02 149-02 150-02 151-02 152-02 153-02 154-02 155-02 156-02 157-02 158-02 159-02 160-02 161-02 162-02 163-02 164-02 165-02 166-02 167-02 168-02 169-02 170-02 171-02 172-02 173-02 174-02 175-02 176-02 177-02 178-02 179-02 180-02 181-02 182-02 183-02 184-02 185-02 186-02 187-02 188-02 189-02 190-02 191-02 192-02 193-02 194-02 195-02 196-02 197-02 198-02 199-02 200-02 201-02 202-02 203-02 204-02 205-02 206-02 207-02 208-02 209-02 210-02 211-02 212-02 213-02 214-02 215-02 216-02 217-02 218-02 219-02 220-02 221-02 222-02 223-02 224-02 225-02 226-02 227-02 228-02 229-02 230-02 231-02 232-02 233-02 234-02 235-02 236-02 237-02 238-02 239-02 240-02 241-02 242-02 243-02 244-02 245-02 246-02 247-02 248-02 249-02 250-02 251-02 252-02 253-02 254-02 255-02 256-02 257-02 258-02 259-02 260-02 261-02 262-02 263-02 264-02 265-02 266-02 267-02 268-02 269-02 270-02 271-02 272-02 273-02 274-02 275-02 276-02 277-02 278-02 279-02 280-02 281-02 282-02 283-02 284-02 285-02 286-02 287-02 288-02 289-02 290-02 291-02 292-02 293-02 294-02 295-02 296-02 297-02 298-02 299-02 300-02 301-02 302-02 303-02 304-02 305-02 306-02 307-02 308-02 309-02 310-02 311-02 312-02 313-02 314-02 315-02 316-02 317-02 318-02 319-02 320-02 321-02 322-02 323-02 324-02 325-02 326-02 327-02 328-02 329-02 330-02 331-02 332-02 333-02 334-02 335-02 336-02 337-02 338-02 339-02 340-02 341-02 342-02 343-02 344-02 345-02 346-02 347-02 348-02 349-02 350-02 351-02 352-02 353-02 354-02 355-02 356-02 357-02 358-02 359-02 360-02 361-02 362-02 363-02 364-02 365-02 366-02 367-02 368-02 369-02 370-02 371-02 372-02 373-02 374-02 375-02 376-02 377-02 378-02 379-02 380-02 381-02 382-02 383-02 384-02 385-02 386-02 387-02 388-02 389-02 390-02 391-02 392-02 393-02 394-02 395-02 396-02 397-02 398-02 399-02 400-02 401-02 402-02 403-02 404-02 405-02 406-02 407-02 408-02 409-02 410-02 411-02 412-02 413-02 414-02 415-02 416-02 417-02 418-02 419-02 420-02 421-02 422-02 423-02 424-02 425-02 426-02 427-02 428-02 429-02 430-02 431-02 432-02 433-02 434-02 435-02 436-02 437-02 438-02 439-02 440-02 441-02 442-02 443-02 444-02 445-02 446-02 447-02 448-02 449-02 450-02 451-02 452-02 453-02 454-02 455-02 456-02 457-02 458-02 459-02 460-02 461-02 462-02 463-02 464-02 465-02 466-02 467-02 468-02 469-02 470-02 471-02 472-02 473-02 474-02 475-02 476-02 477-02 478-02 479-02 480-02 481-02 482-02 483-02 484-02 485-02 486-02 487-02 488-02 489-02 490-02 491-02 492-02 493-02 494-02 495-02 496-02 497-02 498-02 499-02 500-02 501-02 502-02 503-02 504-02 505-02 506-02 507-02 508-02 509-02 510-02 511-02 512-02 513-02 514-02 515-02 516-02 517-02 518-02 519-02 520-02 521-02 522-02 523-02 524-02 525-02 526-02 527-02 528-02 529-02 530-02 531-02 532-02 533-02 534-02 535-02 536-02 537-02 538-02 539-02 540-02 541-02 542-02 543-02 544-02 545-02 546-02 547-02 548-02 549-02 550-02 551-02 552-02 553-02 554-02 555-02 556-02 557-02 558-02 559-02 560-02 561-02 562-02 563-02 564-02 565-02 566-02 567-02 568-02 569-02 570-02 571-02 572-02 573-02 574-02 575-02 576-02 577-02 578-02 579-02 580-02 581-02 582-02 583-02 584-02 585-02 586-02 587-02 588-02 589-02 590-02 591-02 592-02 593-02 594-02 595-02 596-02 597-02 598-02 599-02 600-02 601-02 602-02 603-02 604-02 605-02 606-02 607-02 608-02 609-02 610-02 611-02 612-02 613-02 614-02 615-02 616-02 617-02 618-02 619-02 620-02 621-02 622-02 623-02 624-02 625-02 626-02 627-02 628-02 629-02 630-02 631-02 632-02 633-02 634-02 635-02 636-02 637-02 638-02 639-02 640-02 641-02 642-02 643-02 644-02 645-02 646-02 647-02 648-02 649-02 650-02 651-02 652-02 653-02 654-02 655-02 656-02 657-02 658-02 659-02 660-02 661-02 662-02 663-02 664-02 665-02 666-02 667-02 668-02 669-02 670-02 671-02 672-02 673-02 674-02 675-02 676-02 677-02 678-02 679-02 680-02 681-02 682-02 683-02 684-02 685-02 686-02 687-02 688-02 689-02 690-02 691-02 692-02 693-02 694-02 695-02 696-02 697-02 698-02 699-02 700-02 701-02 702-02 703-02 704-02 705-02 706-02 707-02 708-02 709-02 710-02 711-02 712-02 713-02 714-02 715-02 716-02 717-02 718-02 719-02 720-02 721-02 722-02 723-02 724-02 725-02 726-02 727-02 728-02 729-02 730-02 731-02 732-02 733-02 734-02 735-02 736-02 737-02 738-02 739-02 740-02 741-02 742-02 743-02 744-02 745-02 746-02 747-02 748-02 749-02 750-02 751-02 752-02 753-02 754-02 755-02 756-02 757-02 758-02 759-02 760-02 761-02 762-02 763-02 764-02 765-02 766-02 767-02 768-02 769-02 770-02 771-02 772-02 773-02 774-02 775-02 776-02 777-02 778-02 779-02 780-02 781-02 782-02 783-02 784-02 785-02 786-02 787-02 788-02 789-02 790-02 791-02 792-02 793-02 794-02 795-02 796-02 797-02 798-02 799-02 800-02 801-02 802-02 803-02 804-02 805-02 806-02 807-02 808-02 809-02 810-02 811-02 812-02 813-02 814-02 815-02 816-02 817-02 818-02 819-02 820-02 821-02 822-02 823-02 824-02 825-02 826-02 827-02 828-02 829-02 830-02 831-02 832-02 833-02 834-02 835-02 836-02 837-02 838-02 839-02 840-02 841-02 842-02 843-02 844-02 845-02 846-02 847-02 848-02 849-02 850-02 851-02 852-02 853-02 854-02 855-02 856-02 857-02 858-02 859-02 860-02 861-02 862-02 863-02 864-02 865-02 866-02 867-02 868-02 869-02 870-02 871-02 872-02 873-02 874-02 875-02 876-02 877-02 878-02 879-02 880-02 881-02 882-02 883-02 884-02 885-02 886-02 887-02 888-02 889-02 890-02 891-02 892-02 893-02 894-02 895-02 896-02 897-02 898-02 899-02 900-02 901-02 902-02 903-02 904-02 905-02 906-02 907-02 908-02 909-02 910-02 911-02 912-02 913-02 914-02 915-02 916-02 917-02 918-02 919-02 920-02 921-02 922-02 923-02 924-02 925-02 926-02 927-02 928-02 929-02 930-02 931-02 932-02 933-02 934-02 935-02 936-02 937-02 938-02 939-02 940-02 941-02 942-02 943-02 944-02 945-02 946-02 947-02 948-02 949-02 950-02 951-02 952-02 953-02 954-02 955-02 956-02 957-02 958-02 959-02 960-02 961-02 962-02 963-02 964-02 965-02 966-02 967-02 968-02 969-02 970-02 971-02 972-02 973-02 974-02 975-02 976-02 977-02 978-02 979-02 980-02 981-02 982-02 983-02 984-02 985-02 986-02 987-02 988-02 989-02 990-02 991-02 992-02 993-02 994-02 995-02 996-02 997-02 998-02 999-02 1000-02

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	147--56	11	1837-1	33				
4	148--18	11	1837-1	33				
4	148--27	11	1837-1	33				
4	148--49	11	1837-1	1		2724	2595	129
4	148--52	11	1839-1	2	1	3029	2790	239
4	148--57	11	1737-1	33				
4	148--62	11	1837-1	35				
4	148--78	11	1837-1	1		2719	2602	117
4	148--79	11	1635-1	33				
4	148--80	11	1135-1	34	12			
4	148--83	11	1835-1	35				
4	148--84	11	1235-1	33				
4	148--92	11	0927-1	1		2299	2179	120
4	147--73	11	0727-1	2	1	2270	2035	235
4	148--58	11	1221-0	31				
4	148--63	11	0927-1	35				
4	148--75	11	1837-1	32				
4	148--95	11	0527-1	1		1871	1752	119
4	147--98	11	0727-1	1		2334	2045	289
4	148--20	11	1635-1	1		3449	3076	373
4	148--56	11	0927-1	1		2360	2181	179
4	148--59	11	0727-1	1		2179	1988	191
4	148--88	11	0927-1	1		2412	2186	226
4	147--71	11	0727-1	1		2058	1897	161
4	148--23	11	0867-1	1		4118	3828	290
4	148--26	11	0867-1	1		4004	3702	302
4	148--64	11	1669-1	1		2608	2464	144
4	148--82	11	1135-1	1		2654	2488	166
4	149--01	11	1867-1	1		3073	2776	297
4	149--33	11	1635-1	1		2984	2785	199
4	149--38	11	1635-1	1		3043	2755	288
4	149--40	11	1111-1	1		2097	1942	155
4	149--47	11	1169-1	1		2622	2162	460

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•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

199
2003
2262
0937-1
11
197-04
197-04

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	148--86	11	1837-1	1		2729	2550	179
4	149--29	11	0927-1	1		2292	2063	229
4	149--36	11	0927-1	1		2390	2038	352
4	149--41	11	1111-1	1		2174	1965	209
4	149--48	11	0727-1	1		2187	1965	222
4	149--70	11	1837-1	1		2829	2615	214
4	149--71	11	1837-1	1		2948	2516	432
4	147--74	11	0927-1	34	12			
4	148--48	11	1839-1	33				
4	148--50	11	1839-1	33				
4	148--77	11	0769-1	1		2177	2058	119
4	149--13	11	1839-1	33				
4	149--18	11	1869-1	34	12			
4	149--21	11	1837-1	33				
4	149--24	11	1837-1	35				
4	149--27	11	1837-1	33				
4	149--43	11	1669-1	33				
4	149--50	11	1611-1	33				
4	149--74	11	1635-1	35				
4	149--78	11	1839-1	35				
4	149--79	11	1837-1	1		3099	2969	130
4	149--80	11	1867-1	33				
4	149--81	11	0927-1	2	1	2334	2104	230
4	149--82	11	1867-1	33				
4	149--83	11	0927-1	34	12			
4	149--84	11	1669-1	1		2543	2423	120
4	147--36	11	1837-1	33				
4	149--25	11	0727-1	1		2050	1902	148
4	149--68	11	1611-1	33				
4	149--72	11	0727-1	33				
4	149--73	11	1837-1	32				
4	150--04	11	0727-1	1		2170	2022	148
4	150--06	11	1839-1	32				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	150--07	11	1635-1	33				
4	146--81	11	1235-1	1		2776	2539	237
4	149--75	11	1839-1	35				
4	150--00	11	0867-0	31				
4	146--89	11	1839-1	33		2187	2050	137
4	150--16	11	0727-1	1				
4	150--17	11	0727-1	34	12			
4	150--18	11	0927-1	2	1	2240	2061	179
4	150--19	11	0727-1	33				
4	150--20	11	0927-1	2	1	2319	2075	244
4	150--21	11	1835-1	34				
4	150--22	11	1839-1	33	12			
4	150--23	11	1737-1	34				
4	150--30	11	1635-1	35	12			
4	150--31	11	1269-1	35				
4	150--35	11	1269-1	33				
4	150--45	11	1839-1	33				
4	150--46	11	1839-1	33				
4	150--47	11	1839-1	33				
4	149--56	11	0927-1	1		2678	2179	499
4	150--15	11	0927-1	1		2341	2160	181
4	150--26	11	0927-1	1		2349	2130	219
4	150--28	11	1867-1	1		3055	2839	216
4	150--29	11	1839-1	1		2888	2687	201
4	150--33	11	1837-1	1		2887	2621	266
4	148--99	11	R1206-1	1		2931	2376	555
4	150--49	11	1837-1	1		3092	2742	350
4	150--53	11	1837-1	1		3131	2804	327
4	150--66	11	1839-1	1		3350	3181	169
4	150--70	11	0927-1	1		2323	2136	187
4	150--71	11	0755-1	1				
4	150--72	11	0727-1	34	12	2189	2029	160
4	150--73	11	0727-1	34		2190	2030	160

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	150--78	11	1169-1	1		2325	2163	162
4	150--90	11	1839-1	1		2946	2663	293
4	149--19	11	1837-1	33				
4	149--45	11	1569-1	33				
4	149--76	11	1845-1	33				
4	150--58	11	1835-1	34	12			
4	150--61	11	1635-1	33				
4	150--64	11	1839-1	33				
4	150--69	11	1111-1	33				
4	150--73	11	1837-1	34	12			
4	150--74	11	1867-1	33				
4	150--75	11	1669-1	33				
4	149--67	11	1211-1	33	12			
4	149--86	11	1211-1	33				
4	149--87	11	1211-1	33				
4	149--88	11	1211-1	33				
4	149--89	11	1211-1	33				
4	149--90	11	1211-1	33				
4	150--03	11	1839-1	33				
4	150--24	11	1211-1	33				
4	150--25	11	1211-1	33				
4	150--34	11	1211-1	33				
4	150--51	11	1839-1	1		2880	2836	44
4	150--54	11	1839-1	1		2690	2614	76
4	150--55	11	1867-1	35				
4	150--77	11	1645-1	1		2956	2821	135
4	150--79	11	1211-1	33				
4	150--80	11	1211-1	33				
4	150--81	11	1211-1	33				
4	150--92	11	1511-1	33				
4	151--00	11	1837-1	35				
4	151--05	11	1835-1	33				
4	151--06	11	1835-1	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	150--62	11	0927-1	1		2425	2171	254
4	150--63	11	0927-1	1		2592	2160	432
4	150--65	11	0769-1	1		2248	2058	190
4	150--91	11	1569-1	1		2316	2118	198
4	150--93	11	1269-1	1		2615	2310	305
4	150--95	11	0769-1	1		2480	2055	425
4	150--98	11	1111-1	1		2610	2190	420
4	151--01	11	0927-1	1		2436	2057	379
4	151--02	11	0727-1	1		2485	2050	435
4	151--04	11	1837-1	1		2925	2632	293
4	151--28	11	0735-1	1		2524	2295	229
4	151--29	11	1111-1	1		2466	2183	283
4	151--46	11	1669-1	1		2607	2446	161
4	151--54	11	0927-1	1		2734	2231	503
4	151--69	11	0927-1	1		2280	2129	151
4	151--70	11	1837-1	1		3007	2695	312
4	151--85	11	0727-1	1		2096	1839	257
4	151--88	11	0927-1	1		2545	2073	472
4	151--89	11	1837-1	1		2819	2583	236
4	151--90	11	0927-1	1		2370	2046	324
4	151--92	11	1839-1	1		2932	2676	256
4	151--95	12	0769-1	33				
4	151--97	12	1867-0	31				
4	152--09	12	0769-0	31				
4	152--10	12	0927-1	34				
4	152--11	12	1837-1	34				
4	152--16	12	1867-0	31				
4	152--12	12	1837-1	2				
4	152--13	12	0927-1	2				
4	151--98	12	1837-1	33				
4	152--00	12	0927-1	35				
4	152--01	12	07-7-1	35				
4	152--20	12	086 -1	33				
					12			
					12			
					1			
					1			
						3261	2956	305
						2349	2104	245

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	152--73	12	1639-1	33				
4	152--85	12	1867-1	1		3052	2931	121
4	152--86	12	1867-1	1		3216	3107	109
4	152--90	12	1635-1	34	12			
4	152--91	12	1835-1	1				
4	153--08	12	0927-1	35		2967	2856	111
4	153--16	12	1637-1	33				
4	152--88	12	1169-1	1				
4	152--89	12	0927-1	1		2371	2207	164
4	152--96	12	0769-1	1		2357	2146	211
4	153--02	12	1169-1	1		2284	2129	155
4	153--03	12	1867-1	1		2282	2020	262
4	153--04	12	1837-1	1		3170	2977	193
4	153--05	12	1837-1	1		2715	2538	177
4	153--06	12	0769-1	1		3135	2780	355
4	153--21	12	1635-1	1		2422	2048	374
4	153--22	12	1635-1	33				
4	153--25	12	1611-1	33		2396	2270	126
4	153--29	12	1535-1	1				
4	153--33	12	1837-1	35				
4	153--35	12	0769-0	33				
4	153--01	12	0927-1	31		2649	2242	407
4	153--07	12	0927-1	1		2798	2238	560
4	153--17	12	1867-0	31				
4	153--18	12	1839-1	1				
4	153--23	12	1839-1	1		2890	2723	167
4	153--26	12	1211-1	1		3326	3082	244
4	153--28	12	0927-1	1		2675	2298	377
4	153--31	12	0927-1	1		2367	2059	308
4	153--32	12	1839-1	1		2417	2167	250
4	153--36	12	1611-0	1		2983	2691	292
4	153--27	12	0769-1	31				
4	153--56	12	1569-1	1		2289	2079	210
4		12				2417	2235	182

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	153--68	12	0727-1	1		2235	2062	173
4	153--69	12	1211-1	1		2506	2301	205
4	153--70	12	1837-1	1		2847	2566	281
4	152--87	12	1235-1	33				
4	153--19	12	1837-1	32				
4	153--47	12	1839-1	33				
4	153--48	12	1839-1	33				
4	153--49	12	1635-1	1		2787	2661	126
4	153--51	12	0769-1	1		2225	2085	140
4	153--52	12	1211-1	1		2657	2539	118
4	153--53	12	0727-1	34	12			
4	153--54	12	1839-1	35				
4	153--58	12	1569-1	35				
4	153--59	12	1635-1	33				
4	153--60	12	1669-1	33				
4	153--65	12	0769-1	35				
4	153--67	12	0735-1	33				
4	153--34	12	1639-1	1		3032	2597	435
4	153--64	12	1839-1	1		3607	3237	370
4	153--89	12	0927-1	1		2314	2095	219
4	153--90	12	1837-1	1		3425	3131	294
4	153--91	12	0735-1	1		2488	2150	338
4	153--95	12	1837-1	1		2883	2584	299
4	153--96	12	0769-1	1		2288	2071	217
4	154--18	12	0727-1	33				
4	154--19	12	1645-1	1		2954	2777	177
4	154--22	12	0867-1	1		3743	3545	198
4	154--28	12	1867-1	1		3160	2945	215
4	154--34	12	1635-1	1		2916	2668	248
4	154--36	12	0927-1	1		2475	2182	293
4	153--36	12	0727-1	34	12			
4	153--37	12	1639-1	34	12			

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	153--84	12	1839-1	33				
4	153--86	12	1837-1	1				
4	153--92	12	1635-1	33		2775	2633	142
4	153--94	12	1669-1	33				
4	153--97	12	0769-1	35				
4	153--98	12	0569-1	33				
4	153--99	12	1611-1	1				
4	154--21	12	1837-1	1		2588	2443	145
4	154--23	12	0727-1	1		2746	2603	143
4	154--31	12	1869-1	1		2069	1949	120
4	154--33	12	1839-1	1		2738	2669	69
4	154--37	12	0569-1	33		3219	3084	135
4	154--38	12	1635-0	31				
4	153--93	12	1637-1	33				
4	154--14	12	0927-1	32				
4	154--24	12	1737-1	34	12			
4	154--26	12	1837-1	34	12			
4	154--30	12	1837-1	35				
4	154--32	12	1839-1	2	1	3070	2832	238
4	154--41	12	1867-0	31				
4	154--43	12	1635-1	33				
4	154--49	12	0927-1	35				
4	154--50	12	1839-1	33				
4	154--52	12	1837-1	33				
4	153--24	12	0569-1	1		2157	1796	361
4	153--88	12	0867-1	1		4204	3962	242
4	154--25	12	1511-1	34	12			
4	154--35	12	1639-1	1				
4	154--40	12	0769-1	1				
4	154--42	12	0927-1	1		2887	2557	330
4	154--44	12	0927-1	1		2387	2080	507
4	154--55	12	0927-1	1		2746	2229	517
4	154--55	12	0927-1	1		2219	2116	103
4	154--55	12	0927-1	1		2479	2079	400
4	154--64	12	0927-1	1		2441	2140	301

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	154--65	12	1635-1	33				
4	154--75	12	1669-1	33				
4	154--76	12	1211-1	35				
4	154--69	12	1835-1	1		3379	3122	257
4	154--72	12	0927-1	1		2338	2111	227
4	154--73	12	0927-1	1		2370	2179	191
4	154--77	12	1837-1	1		2825	2563	262
4	154--78	12	1839-1	1		2913	2696	217
4	154--79	12	0735-1	1		2549	2223	326
4	154--81	12	1837-0	31				
4	154--83	12	1835-1	1		3422	3232	190
4	154--82	12	0769-0	31				
4	154--84	12	0927-1	1		2388	2179	209
4	154--85	12	0927-1	1		2244	2088	156
4	154--86	12	1837-1	1		3065	2841	224
4	154--29	12	0867-1	33				
4	154--94	12	0769-1	2	1	2267	2058	209
4	154--95	12	1839-1	33				
4	155--04	12	0867-1	33				
4	155--09	12	0727-1	33				
4	155--10	12	0727-1	33				
4	155--11	12	1635-1	33				
4	155--20	12	1669-1	1				
4	155--21	12	0927-1	2	7	2505	2384	121
4	155--23	12	0569-1	34	12	2401	2168	233
4	155--25	12	1135-1	1				
4	155--27	12	0727-1	1		2423	2304	119
4	155--28	12	1645-1	2		2135	1999	136
4	154--67	12	0927-1	1	7	2987	2791	196
4	154--68	12	0769-1	1		2328	2033	295
4	154--69	12	0769-1	1		2299	2021	278
4	154--70	12	0927-1	1		2229	2040	284
4	154--71	12	0927-1	1		2240	2040	284

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	155--07	12	0735-1	1		2518	2311	207
4	155--22	12	0769-1	1		2209	2060	149
4	155--30	12	0927-1	1		2375	2165	210
4	154--66	12	1839-1	33				
4	155--12	12	1837-1	32				
4	155--26	12	1111-1	33				
4	155--32	12	1569-1	33				
4	155--36	12	1669-1	33				
4	155--37	12	1837-1	34	12			
4	155--38	12	1837-1	33				
4	155--40	12	1211-1	34	12			
4	155--46	12	0927-1	1				
4	155--49	12	1635-0	31		2301	2189	112
4	155--58	12	1839-1	33				
4	155--24	12	0927-1	33				
4	155--29	12	1739-1	1				
4	155--33	12	0769-0	31		2705	2532	173
4	155--39	12	0769-1	1				
4	155--43	12	0927-1	1		2268	2039	229
4	155--44	12	1839-1	1		2328	2129	199
4	155--50	12	0927-1	1		2824	2665	159
4	155--69	12	0569-0	31		2499	2194	305
4	155--82	12	1867-1	35				
4	155--86	12	1839-1	1				
4	155--88	12	1837-1	1		2996	2850	146
4	155--92	12	1211-1	33		2750	2624	126
4	155--64	12	0735-1	1				
4	155--70	12	1635-1	1		2476	2208	258
4	155--83	12	0927-1	1		2899	2720	179
4	155--65	12	0527-1	33		2233	2062	171
4	155--66	12	0927-1	33				
4	155--79	12	1669-1	33				
4	155--80	12	1669-1	33				

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	155--81	12	1669-1	33				
4	155--84	12	1839-1	33				
4	155--85	12	1669-1	33				
4	155--87	12	0867-1	2	1	4229	3976	253
4	155--89	12	1545-1	33				
4	155--96	12	1839-1	33				
4	155--97	12	1869-1	33				
4	156--14	12	1837-1	33				
4	155--47	12	1669-1	33				
4	155--71	12	0867-1	1				
4	155--72	12	1837-1	1				
4	155--73	12	1867-0	31				
4	155--74	12	1837-1	1				
4	155--98	12	R1206-1	1				
4	155--99	12	1635-1	1				
4	156--01	12	1737-1	1				
4	156--10	12	1169-1	1				
4	156--11	12	0727-1	1				
4	156--12	12	0927-1	1				
4	155--93	12	1837-1	1				
4	156--26	12	0927-1	1				
4	156--29	12	0927-1	1				
4	156--32	12	1611-1	1				
4	156--34	12	0735-1	1				
4	156--35	12	1839-1	1				
4	156--40	12	0927-1	1				
4	156--41	12	1611-1	1				
4	156--42	12	0927-1	1				
4	156--44	12	1839-1	1				
4	156--46	12	0927-1	1				
4	156--47	12	1837-1	34	12			
4	156--57	12	1837-1	1				
4	156--58	12	1837-1	1				
4	156--59	12	1837-1	1				
4	156--60	12	1837-1	1				
4	156--61	12	1837-1	1				
4	156--62	12	1837-1	1				
4	156--63	12	1837-1	1				
4	156--64	12	1837-1	1				
4	156--65	12	1837-1	1				
4	156--66	12	1837-1	1				
4	156--67	12	1837-1	1				
4	156--68	12	1837-1	1				
4	156--69	12	1837-1	1				
4	156--70	12	1837-1	1				
4	156--71	12	1837-1	1				
4	156--72	12	1837-1	1				
4	156--73	12	1837-1	1				
4	156--74	12	1837-1	1				
4	156--75	12	1837-1	1				
4	156--76	12	1837-1	1				
4	156--77	12	1837-1	1				
4	156--78	12	1837-1	1				
4	156--79	12	1837-1	1				
4	156--80	12	1837-1	1				
4	156--81	12	1837-1	1				
4	156--82	12	1837-1	1				
4	156--83	12	1837-1	1				
4	156--84	12	1837-1	1				
4	156--85	12	1837-1	1				
4	156--86	12	1837-1	1				
4	156--87	12	1837-1	1				
4	156--88	12	1837-1	1				
4	156--89	12	1837-1	1				
4	156--90	12	1837-1	1				
4	156--91	12	1837-1	1				
4	156--92	12	1837-1	1				
4	156--93	12	1837-1	1				
4	156--94	12	1837-1	1				
4	156--95	12	1837-1	1				
4	156--96	12	1837-1	1				
4	156--97	12	1837-1	1				
4	156--98	12	1837-1	1				
4	156--99	12	1837-1	1				
4	156--100	12	1837-1	1				
4	156--101	12	1837-1	1				
4	156--102	12	1837-1	1				
4	156--103	12	1837-1	1				
4	156--104	12	1837-1	1				
4	156--105	12	1837-1	1				
4	156--106	12	1837-1	1				
4	156--107	12	1837-1	1				
4	156--108	12	1837-1	1				
4	156--109	12	1837-1	1				
4	156--110	12	1837-1	1				
4	156--111	12	1837-1	1				
4	156--112	12	1837-1	1				
4	156--113	12	1837-1	1				
4	156--114	12	1837-1	1				
4	156--115	12	1837-1	1				
4	156--116	12	1837-1	1				
4	156--117	12	1837-1	1				
4	156--118	12	1837-1	1				
4	156--119	12	1837-1	1				
4	156--120	12	1837-1	1				
4	156--121	12	1837-1	1				
4	156--122	12	1837-1	1				
4	156--123	12	1837-1	1				
4	156--124	12	1837-1	1				
4	156--125	12	1837-1	1				
4	156--126	12	1837-1	1				
4	156--127	12	1837-1	1				
4	156--128	12	1837-1	1				
4	156--129	12	1837-1	1				
4	156--130	12	1837-1	1				
4	156--131	12	1837-1	1				
4	156--132	12	1837-1	1				
4	156--133	12	1837-1	1				
4	156--134	12	1837-1	1				
4	156--135	12	1837-1	1				
4	156--136	12	1837-1	1				
4	156--137	12	1837-1	1				
4	156--138	12	1837-1	1				
4	156--139	12	1837-1	1				
4	156--140	12	1837-1	1				
4	156--141	12	1837-1	1				
4	156--142	12	1837-1	1				
4	156--143	12	1837-1	1				
4	156--144	12	1837-1	1				
4	156--145	12	1837-1	1				
4	156--146	12	1837-1	1				
4	156--147	12	1837-1	1				
4	156--148	12	1837-1	1				
4	156--149	12	1837-1	1				
4	156--150	12	1837-1	1				
4	156--151	12	1837-1	1				
4	156--152	12	1837-1	1				
4	156--153	12	1837-1	1				
4	156--154	12	1837-1	1				
4	156--155	12	1837-1	1				
4	156--156	12	1837-1	1				
4	156--157	12	1837-1	1				
4	156--158	12	1837-1	1				
4	156--159	12	1837-1	1				
4	156--160	12	1837-1	1				
4	156--161	12	1837-1	1				
4	156--162	12	1837-1	1				
4	156--163	12	1837-1	1				
4	156--164	12	1837-1	1				
4	156--165	12	1837-1	1				
4	156--166	12	1837-1	1				
4	156--167	12	1837-1	1				
4	156--168	12	1837-1	1				
4	156--169	12	1837-1	1				
4	156--170	12	1837-1	1				
4	156--171	12	1837-1	1				
4	156--172	12	1837-1	1				
4	156--173	12	1837-1	1				
4	156--174	12	1837-1	1				
4	156--175	12	1837-1	1				
4	156--176	12	1837-1	1				
4	156--177	12	1837-1	1				
4	156--178	12	1837-1	1				
4	156--179	12	1837-1	1				
4	156--180	12	1837-1	1				
4	156--181	12	1837-1	1				
4	156--182	12	1837-1	1				
4	156--183	12	1837-1	1				
4	156--184	12	1837-1	1				
4	156--185	12	1837-1	1				
4	156--186	12	1837-1	1				
4	156--187	12	1837-1	1				
4	156--188	12	1837-1	1				
4	156--189	12	1837-1	1				
4	156--190	12	1837-1	1				
4	156--191	12	1837-1	1				
4	156--192	12	1837-1	1				
4	156--193	12	1837-1	1				
4	156--194	12	1837-1	1				
4	156--195	12	1837-1	1				
4	156--196	12	1837-1	1				
4	156--197	12	1837-1	1				
4	156--198	12	1837-1	1				
4	156--199	12	1837-1	1				
4	156--200	12	1837-1	1				
4	156--201	12	1837-1	1				
4	156--202	12	1837-1	1				
4	156--203	12	1837-1	1				
4	156--204	12	1837-1	1				
4	156--205	12	1837-1	1				
4	156--206	12	1837-1	1				
4	156--207	12	1837-1	1				
4	156--208	12	1837-1	1				
4	156--209	12	1837-1	1				
4	156--210	12	1837-1	1				
4	156--211	12	1837-1	1				
4	156--212	12	1837-1	1				
4	156--213	12	1837-1	1				
4	156--214	12	1837-1	1				
4	156--215	12	1837-1	1				
4	156							

26.82

27.34

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18.50-1

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DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	156--17	12	0769-1	1		2183	2070	113
4	156--18	12	0769-1	1		1997	1887	110
4	156--20	12	1837-1	33				
4	156--21	12	1837-1	1				
4	156--22	12	1837-1	33		2692	2577	115
4	156--23	12	1169-1	34				
4	156--25	12	1235-1	33	12			
4	156--30	12	1635-1	33				
4	156--31	12	1635-1	33				
4	156--33	12	1569-1	1				
4	156--37	12	0769-1	1		2438	2315	123
4	156--38	12	1767-0	31		2218	2073	145
4	156--39	12	0927-1	1		2317	2177	140
4	156--43	12	1845-1	33				
4	156--45	12	0769-1	34	12			
4	156--24	12	1839-1	33				
4	156--52	12	1867-1	33				
4	156--53	12	1837-1	33				
4	156--55	12	0867-1	34	12			
4	156--58	12	1835-1	33				
4	156--65	12	1835-1	33				
4	156--66	12	1635-1	35				
4	156--69	12	1839-1	33				
4	156--88	12	0927-1	1		2259	2171	88
4	156--89	12	1837-1	35				
4	156--90	12	1739-1	35				
4	156--91	12	1835-1	33				
4	156--92	12	1611-1	33				
4	156--93	12	1837-1	33				
4	156--94	12	1635-1	33				
4	157--01	12	1637-1	1				
4	157--13	12	0769-1	1		3032	2921	111
4	157--14	12	0927-1	32		2215	2071	144

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	156--00	12	1835-1	1		4105	3592	513
4	156--02	12	1135-1	1		2477	2277	200
4	156--19	12	0927-1	1		2410	2129	281
4	156--50	12	0769-1	1		2285	2099	186
4	156--61	12	1835-1	1		3023	2891	132
4	156--70	12	R1206-1	1		2961	2475	486
4	156--71	12	1867-1	1		3295	3100	195
4	156--85	12	1837-1	1		2743	2569	174
4	156--97	12	0927-1	1		2485	2162	323
4	156--99	12	0927-1	1		2373	2186	187
4	157--00	12	1837-1	1		2881	2663	218
4	155--91	12	1269-1	33				
4	156--28	12	0867-1	35				
4	156--82	12	1669-1	33				
4	156--84	12	1839-1	33				
4	157--16	12	1569-1	33				
4	157--17	12	1569-1	33				
4	157--18	12	0735-1	32				
4	157--24	12	1839-1	33				
4	157--25	12	1635-1	33				
4	157--39	12	1839-1	33				
4	157--42	12	0867-1	33				
4	157--43	12	1839-1	33				
4	156--49	12	1867-1	1				
4	156--62	12	1839-1	1				
4	156--63	12	1839-1	1				
4	156--95	12	1837-1	1				
4	157--02	12	0569-1	1				
4	157--20	12	0727-1	1				
4	157--22	12	0727-1	1				
4	157--23	12	1835-1	1				
4	157--28	12	1835-1	1				
4	157--30	12	1835-1	1				
4	157--31	12	1835-1	1				
4	157--32	12	1835-1	1				
4	157--33	12	1835-1	1				
4	157--34	12	1835-1	1				
4	157--35	12	1835-1	1				
4	157--36	12	1835-1	1				
4	157--37	12	1835-1	1				
4	157--38	12	1835-1	1				
4	157--39	12	1835-1	1				
4	157--40	12	1835-1	1				
4	157--41	12	1835-1	1				
4	157--42	12	1835-1	1				
4	157--43	12	1835-1	1				
4	157--44	12	1835-1	1				
4	157--45	12	1835-1	1				
4	157--46	12	1835-1	1				
4	157--47	12	1835-1	1				
4	157--48	12	1835-1	1				
4	157--49	12	1835-1	1				
4	157--50	12	1835-1	1				
4	157--51	12	1835-1	1				
4	157--52	12	1835-1	1				
4	157--53	12	1835-1	1				
4	157--54	12	1835-1	1				
4	157--55	12	1835-1	1				
4	157--56	12	1835-1	1				
4	157--57	12	1835-1	1				
4	157--58	12	1835-1	1				
4	157--59	12	1835-1	1				
4	157--60	12	1835-1	1				
4	157--61	12	1835-1	1				
4	157--62	12	1835-1	1				
4	157--63	12	1835-1	1				
4	157--64	12	1835-1	1				
4	157--65	12	1835-1	1				
4	157--66	12	1835-1	1				
4	157--67	12	1835-1	1				
4	157--68	12	1835-1	1				
4	157--69	12	1835-1	1				
4	157--70	12	1835-1	1				
4	157--71	12	1835-1	1				
4	157--72	12	1835-1	1				
4	157--73	12	1835-1	1				
4	157--74	12	1835-1	1				
4	157--75	12	1835-1	1				
4	157--76	12	1835-1	1				
4	157--77	12	1835-1	1				
4	157--78	12	1835-1	1				
4	157--79	12	1835-1	1				
4	157--80	12	1835-1	1				
4	157--81	12	1835-1	1				
4	157--82	12	1835-1	1				
4	157--83	12	1835-1	1				
4	157--84	12	1835-1	1				
4	157--85	12	1835-1	1				
4	157--86	12	1835-1	1				
4	157--87	12	1835-1	1				
4	157--88	12	1835-1	1				
4	157--89	12	1835-1	1				
4	157--90	12	1835-1	1				
4	157--91	12	1835-1	1				
4	157--92	12	1835-1	1				
4	157--93	12	1835-1	1				
4	157--94	12	1835-1	1				
4	157--95	12	1835-1	1				
4	157--96	12	1835-1	1				
4	157--97	12	1835-1	1				
4	157--98	12	1835-1	1				
4	157--99	12	1835-1	1				
4	157--100	12	1835-1	1				
4	157--101	12	1835-1	1				
4	157--102	12	1835-1	1				
4	157--103	12	1835-1	1				
4	157--104	12	1835-1	1				
4	157--105	12	1835-1	1				
4	157--106	12	1835-1	1				
4	157--107	12	1835-1	1				
4	157--108	12	1835-1	1				
4	157--109	12	1835-1	1				
4	157--110	12	1835-1	1				
4	157--111	12	1835-1	1				
4	157--112	12	1835-1	1				
4	157--113	12	1835-1	1				
4	157--114	12	1835-1	1				
4	157--115	12	1835-1	1				
4	157--116	12	1835-1	1				
4	157--117	12	1835-1	1				
4	157--118	12	1835-1	1				
4	157--119	12	1835-1	1				
4	157--120	12	1835-1	1				
4	157--121	12	1835-1	1				
4	157--122	12	1835-1	1				
4	157--123	12	1835-1	1				
4	157--124	12	1835-1	1				
4	157--125	12	1835-1	1				
4	157--126	12	1835-1	1				
4	157--127	12	1835-1	1				
4	157--128	12	1835-1	1				
4	157--129	12	1835-1	1				
4	157--130	12	1835-1	1				
4	157--131	12	1835-1	1				
4	157--132	12	1835-1	1				
4	157--133	12	1835-1	1				
4	157--134	12	1835-1	1				
4	157--135	12	1835-1	1				
4	157--136	12	1835-1	1				
4	157--137	12	1835-1	1				
4	157--138	12	1835-1	1				
4	157--139	12	1835-1	1				
4	157--140	12	1835-1	1				
4	157--141	12	1835-1	1				
4	157--142	12	1835-1	1				
4	157--143	12	1835-1	1				
4	157--144	12	1835-1	1				
4	157--145	12	1835-1	1				
4	157--146	12	1835-1	1				
4	157--147	12	1835-1	1				
4	157--148	12	1835-1	1				
4	157--149	12	1835-1	1				
4	157--150	12	1835-1	1				
4	157--151	12	1835-1	1				
4	157--152	12	1835-1	1				
4	157--153	12	1835-1	1				
4	157--154	12	1835-1	1				
4	157--155	12	1835-1	1				
4	157--156	12	1835-1	1				
4	157--157	12	1835-1	1				
4	157--158	12	1835-1	1				
4	157--159	12	1835-1	1				
4	157--160	12	1835-1	1				
4	157--161	12	1835-1	1				
4	157--162	12	1835-1	1				
4	157--163	12	1835-1	1				
4	157--164	12	1835-1	1				
4	157--165	12	1835-1	1				
4	157--166	12	1835-1	1				
4	157--167	12	1835-1	1				
4	157--168	12	1835-1	1				
4	157--169	12	1835-1	1				
4	157--170	12	1835-1	1				
4	157--171	12	1835-1	1				
4	157--172	12	1835-1	1				
4	157--173	12	1835-1	1				
4	157--174	12	1835-1	1				
4	157--175	12	1835-1	1				
4	157--176	12	1835-1	1				
4	157--177	12	1835-1	1				
4	157--178	12	1835-1	1				
4	157--179	12	1835-1	1				
4	157--180	12	1835-1	1				
4	157--181	12	1835-1	1				
4	157--182	12	1835-1	1				
4	157--183	12	1835-1	1				
4	157--184	12	1835-1	1				
4	157--185	12	1835-1	1				
4	157--186	12	1835-1	1				

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
4	157--44	12	1645-1	33				
4	157--45	12	1669-1	33				
4	157--46	12	1669-1	33				
4	157--54	12	1837-1	33				
4	157--58	12	1635-1	1				
4	157--60	12	1669-1	33		2933	2790	143
4	157--61	12	1839-1	33				
4	157--66	12	1611-1	33				
4	157--67	12	0769-1	1				
4	157--75	12	0569-0	31		2192	2071	121
4	157--80	12	1611-0	31				
4	156--68	12	1111-1	1				
4	157--19	12	0927-1	1				
4	157--35	12	0769-1	1		2409	2148	261
4	157--55	12	1837-1	1		2502	2287	215
4	157--57	12	0927-1	1		2510	2097	413
4	157--56	12	1837-1	1		2763	2613	150
4	157--59	12	1837-1	1		2377	2110	267
4	157--65	12	1837-1	35		2912	2598	314
4	157--74	12	0927-1	1				
4	157--77	12	0927-1	1		2339	2160	179
4	157--78	12	0927-1	1		2835	2600	235
4	157--79	12	1837-1	1		2688	2210	478
4	157--70	12	1837-1	1		3000	2566	434
4	157--71	12	1867-0	1		2713	2569	144
4	157--62	12	0769-0	31				
4	157--64	12	1511-1	1				
4	157--68	12	0769-1	1		2400	2166	234
4	157--69	12	0927-1	1		2318	2092	226
4	157--72	12	1837-1	1		2417	2160	257
4	157--73	12	0927-1	1		2699	2501	198
4	157--81	12	0927-1	1		2816	2230	586
4	157--82	12	1619-0	31		2578	2215	363
4		12	1839-1	1				
4						3326	3125	201

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - COURTESY

DEALER NO.	INVOICE NO.	MONTH SOLD	MODEL NO. & YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
								1134

SALE		NO. OF SALES		MIDIAN MARKUP		ARITHMETIC MEAN MARKUP	
1		1,573		223		253	
2		104		227		231	
SUBTOTAL		1,677					
31		104					
32		26					
33		1,148					
34		127					
35		119					
SUBTOTAL		1,524					
OTHER							
TOTAL		3,201					

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DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	1--01	1	1111-0	1		2111	1979	132
5	1--02	1	1111-0	1		2102	1979	123
5	1--03	1	0769-0	35				
5	1--04	1	0769-0	33				
5	1--05	1	1635-0	33				
5	1--06	1	0769-0	35				
5	1--07	1	0769-0	35				
5	1--08	1	0769-0	2	1	2369	2073	296
5	1--09	1	1839-0	2	3	3225	2991	234
5	1--10	1	1837-0	33				
5	1--11	1	1135-0	33				
5	1--12	1	1635-0	35				
5	1--13	1	1135-0	33				
5	1--14	1	1839-0	35				
5	1--15	1	1639-0	2	1	3044	2840	204
5	1--16	1	1535-0	2	3	2640	2410	230
5	1--17	1	0867-0	2	1	3757	3417	340
5	1--18	1	1837-0	2	1	2819	2506	313
5	1--19	1	1837-0	2	1	2860	2678	182
5	1--20	1	1837-0	2		2883	2702	181
5	1--21	1	0769-0	1	3	2213	2062	151
5	1--22	1	0569-0	1		2166	2013	153
5	1--23	1	1211-0	1		2468	2286	182
5	1--24	1	1839-0	33				
5	1--25	1	1867-0	33				
5	1--26	1	1635-0	33				
5	1--27	1	1619-0	1				
5	1--28	1	0769-0	1				
5	1--29	1	0867-0	35				
5	1--30	1	1635-0	33				
5	1--31	1	1837-0	1				
5	1--32	1	1837-0	1				
5	1--33	1	1837-0	1				
5	1--34	1	1837-0	1				
5	1--35	1	1837-0	1				
5	1--36	1	1837-0	1				
5	1--37	1	1837-0	1				
5	1--38	1	1837-0	1				
5	1--39	1	1837-0	1				
5	1--40	1	1837-0	1				
5	1--41	1	1837-0	1				
5	1--42	1	1837-0	1				
5	1--43	1	1837-0	1				
5	1--44	1	1837-0	1				
5	1--45	1	1837-0	1				
5	1--46	1	1837-0	1				
5	1--47	1	1837-0	1				
5	1--48	1	1837-0	1				
5	1--49	1	1837-0	1				
5	1--50	1	1837-0	1				
5	1--51	1	1837-0	1				
5	1--52	1	1837-0	1				
5	1--53	1	1837-0	1				
5	1--54	1	1837-0	1				
5	1--55	1	1837-0	1				
5	1--56	1	1837-0	1				
5	1--57	1	1837-0	1				
5	1--58	1	1837-0	1				
5	1--59	1	1837-0	1				
5	1--60	1	1837-0	1				
5	1--61	1	1837-0	1				
5	1--62	1	1837-0	1				
5	1--63	1	1837-0	1				
5	1--64	1	1837-0	1				
5	1--65	1	1837-0	1				
5	1--66	1	1837-0	1				
5	1--67	1	1837-0	1				
5	1--68	1	1837-0	1				
5	1--69	1	1837-0	1				
5	1--70	1	1837-0	1				
5	1--71	1	1837-0	1				
5	1--72	1	1837-0	1				
5	1--73	1	1837-0	1				
5	1--74	1	1837-0	1				
5	1--75	1	1837-0	1				
5	1--76	1	1837-0	1				
5	1--77	1	1837-0	1				
5	1--78	1	1837-0	1				
5	1--79	1	1837-0	1				
5	1--80	1	1837-0	1				
5	1--81	1	1837-0	1				
5	1--82	1	1837-0	1				
5	1--83	1	1837-0	1				
5	1--84	1	1837-0	1				
5	1--85	1	1837-0	1				
5	1--86	1	1837-0	1				
5	1--87	1	1837-0	1				
5	1--88	1	1837-0	1				
5	1--89	1	1837-0	1				
5	1--90	1	1837-0	1				
5	1--91	1	1837-0	1				
5	1--92	1	1837-0	1				
5	1--93	1	1837-0	1				
5	1--94	1	1837-0	1				
5	1--95	1	1837-0	1				
5	1--96	1	1837-0	1				
5	1--97	1	1837-0	1				
5	1--98	1	1837-0	1				
5	1--99	1	1837-0	1				
5	1--100	1	1837-0	1				

SELLING

MODEL NO.

NO.

LINE

NO.

PG.

DEALER

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DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	3--03	1	1119-0	1		2141	1940	201
5	3--04	1	1837-0	1		2792	2545	247
5	3--05	1	1619-9	31				
5	3--06	1	0769-0	1		2299	2090	209
5	3--07	1	0769-0	1		2335	2073	262
5	3--08	1	1837-0	1		2781	2417	364
5	3--10	1	0569-0	2		2264	2035	229
5	3--11	1	1837-0	35	3			
5	3--12	1	1111-0	1		2035	1877	158
5	3--13	1	1645-0	33				
5	3--14	1	1837-0	33				
5	3--15	1	1839-0	33				
5	4--01	2	0569-0	33				
5	4--02	2	1837-0	33				
5	4--03	2	0769-0	33				
5	4--04	2	1511-0	1		2458	2293	165
5	4--05	2	1111-0	1		2194	2085	109
5	4--06	2	1837-0	2	3	2854	2655	199
5	4--07	2	1839-0	1		3181	3024	157
5	4--08	2	1211-0	1		2390	2270	120
5	4--09	2	1839-0	33				
5	4--10	2	1635-0	33				
5	4--11	2	1837-0	1		2891	2652	239
5	4--12	2	0569-0	33				
5	4--13	2	1837-0	33				
5	4--14	2	1839-0	33				
5	4--15	2	0769-0	35				
5	4--16	2	1637-0	1		2619	2466	153
5	4--17	2	1835-0	33				
5	4--18	2	1839-0	35				
5	4--19	2	1637-0	1				
5	4--20	2	1837-0	1		2140	1912	228
5	4--21	2	1837-0	1		2792	2684	112

DEALER NO. MODEL NO.

112

2684

2796

1837-0

11-30

2

DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SEEKING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	4--22	2	1867-0	33				
5	4--23	2	1111-0	2	1	2329	2107	222
5	4--24	2	1837-0	35				
5	5--01	2	1867-0	33				
5	5--02	2	1837-0	1		2942	2584	358
5	5--03	2	1211-0	1		2422	2170	252
5	5--04	2	0769-0	1		2230	2073	157
5	5--05	2	0727-0	1		2314	2038	276
5	5--06	2	0527-0	1		2242	1973	269
5	5--07	2	1837-0	33				
5	5--08	2	1235-0	1		2963	2505	458
5	5--09	2	0769-0	1		2249	2073	176
5	5--10	2	1837-0	1		2921	2601	320
5	5--11	2	1839-0	1		2992	2760	232
5	5--12	2	1837-0	1		2298	1955	343
5	5--13	2	1837-0	33				
5	5--14	2	0769-0	33				
5	5--15	2	1837-0	1		3317	2766	551
5	5--16	2	1645-9	31				
5	5--17	2	1619-9	31				
5	5--18	2	1635-9	31				
5	5--19	2	0769-0	33				
5	5--20	2	1519-0	1		2360	2140	220
5	5--21	2	0769-0	1		2302	2096	206
5	5--22	2	0569-0	1		2071	1868	203
5	5--23	2	0727-0	1		2314	2038	276
5	5--24	2	1619-0	1		2798	2474	324
5	5--25	2	0527-0	1		2178	1858	320
5	5--26	2	0569-0	1		2237	1934	303
5	5--27	2	1837-0	1		2898	2691	207
5	5--28	2	0727-0	1		2232	1897	335
5	5--29	2	0727-0	1		2307	2043	264
5	5--30	2	1835-0	1		3438	3109	329

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	5--31	2	0769-0	1		2390	2106	284
5	5--32	2	0867-0	1		3942	3601	341
5	6--01	2	1837-0	1		2697	2609	88
5	6--02	2	1235-0	33				
5	6--03	2	0727-0	1		2310	2057	253
5	6--04	2	1211-0	1		2662	2036	626
5	6--05	2	0527-0	1		2249	1935	314
5	6--06	2	1837-0	1		3384	2672	712
5	6--07	2	1235-0	33				
5	6--08	2	1645-9	31		2880	2602	278
5	6--09	2	1639-0	1				
5	6--10	2	1819-9	31				
5	6--11	2	0769-0	1		2525	2168	357
5	6--12	2	1837-0	1		2732	2566	166
5	6--13	2	0727-0	1		2267	2006	261
5	6--14	2	0727-0	1		2168	1891	277
5	6--15	2	1839-0	1		2701	2568	133
5	6--16	2	0727-0	1		2279	2034	245
5	6--17	2	0727-0	1		2328	2034	294
5	6--18	2	1519-0	1		2570	2328	242
5	6--19	2	0769-0	1		2293	2053	240
5	6--20	2	1235-0	33				
5	6--21	2	0867-0	1		4200	3790	410
5	6--22	2	1219-0	33				
5	6--23	2	1837-0	1		2896	2637	259
5	6--24	2	0727-0	1		2060	1841	219
5	6--25	2	0769-0	1		2290	2078	212
5	6--26	2	0769-0	1		2254	2078	176
5	6--27	2	1819-0	1		2874	2680	194
5	6--28	2	1111-0	1		2188	1898	290
5	6--29	2	0727-0	1		2260	1924	336
5	6--30	2	0727-0	1				
5	6--31	2	0727-0	1				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	6--32	2	1737-0	1		2621	2300	321
5	7--01	2	0727-0	1		2350	2138	212
5	7--02	2	1635-9	31				
5	7--03	2	1837-0	1				
5	7--04	2	1837-0	1		2910	2582	328
5	7--05	2	0769-0	1		2826	2533	293
5	7--06	2	0769-0	1		2137	2003	134
5	7--07	2	1719-0	1		2333	2073	260
5	7--08	2	1837-0	1		2734	2518	216
5	7--09	2	1637-0	1		2540	2361	179
5	7--10	2	1839-0	1		2684	2472	212
5	7--11	2	1235-0	1		3083	2754	329
5	7--12	2	1837-0	1		2717	2505	212
5	7--13	2	0769-0	1		3128	2776	352
5	7--14	2	0769-0	1		2286	2081	205
5	7--15	2	1839-0	1		2138	1948	190
5	7--16	2	0769-0	1		3045	2680	365
5	7--17	2	1839-0	1		2351	2101	250
5	8--01	3	052-0	33		3276	2835	441
5	8--02	3	1837-0	33				
5	8--03	3	1837-0	33				
5	8--04	3	1645-0	33				
5	8--05	3	0569-0	33				
5	8--06	3	1835-0	1				
5	8--07	3	0727-0	1		3358	3241	117
5	8--08	3	0727-0	33		2254	2043	211
5	8--09	3	1867-0	1				
5	8--10	3	1537-0	1		2875	2787	88
5	8--11	3	0769-0	1		2463	2329	134
5	8--12	3	0727-0	35		2233	2095	138
5	8--13	3	0527-0	1				
5	8--14	3	0769-0	33		1916	1784	132
5	8--15	3	0527-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MOD'L NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	8--16	3	1837-0	33		2922	2709	213
5	8--17	3	1837-0	2	3			
5	8--18	3	1837-0	33		2805	2755	50
5	8--19	3	1839-0	1		2205	2095	110
5	8--20	3	0769-0	1				
5	8--21	3	1635-0	33				
5	8--22	3	0769-0	1		2198	2079	119
5	8--23	3	1611-0	1		2456	2375	81
5	8--24	3	1235-0	1		2763	2644	119
5	8--25	3	1235-0	1		2786	2679	107
5	8--26	3	1519-0	1		2461	2322	139
5	8--27	3	1115-0	2	3	2513	2210	303
5	8--28	3	1837-0	33				
5	8--29	3	0569-0	33				
5	8--30	3	1867-0	1		2994	2829	165
5	8--31	3	0769-0	1		2024	1926	98
5	8--32	3	1837-0	1		2800	2636	164
5	9--01	3	1219-0	33				
5	9--02	3	0769-0	1		2252	2048	204
5	9--03	3	0769-0	1		2189	2086	103
5	9--04	3	1837-0	1		3312	2938	374
5	9--05	3	1111-0	1		2300	1955	345
5	9--06	3	0569-0	1		2170	1980	190
5	9--07	3	0727-0	1		2301	2043	258
5	9--08	3	0867-0	1		4003	3688	315
5	9--09	3	1839-0	1		2898	2650	248
5	9--10	3	1235-9	31				
5	9--11	3	1837-0	1		2788	2566	222
5	9--12	3	0727-0	1		2352	2057	295
5	9--13	3	0727-0	1		2076	1914	162
5	9--14	3	1937-0	1		2904	2567	341
5	9--15	3	0769-0	1		2304	2101	203

DEALER NO.	PG. -	LINE NO.	DEALER NO.	MONTH SOLD	MODEL AND NO. YEAR	TYPE OF SALE*	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	9--17	3	1635-9	31				2345	2130	215
5	9--18	3	1119-0	1				2264	2029	235
5	9--19	3	0727-0	1				2950	2662	288
5	9--20	3	1839-0	1				2318	2086	232
5	9--21	3	0769-0	1				2254	2096	158
5	9--22	3	1519-0	1				2366	2043	323
5	9--23	3	0727-0	1				2285	2090	195
5	9--24	3	0769-0	1				2293	2057	236
5	9--25	3	1211-0	1				2879	2623	256
5	9--26	3	1837-0	1				2862	2595	267
5	9--27	3	1819-0	1				2592	2260	332
5	9--28	3	1519-0	1				2768	2540	228
5	9--29	3	1215-0	1				2329	2101	228
5	9--30	3	0769-0	1				3188	2989	199
5	9--31	3	1835-0	1				2238	2022	216
5	9--32	3	0727-0	1				2283	2034	249
5	10--01	3	0727-0	1				2959	2740	219
5	10--02	3	1635-0	1				3471	3238	233
5	10--03	3	0867-0	1				2959	2859	100
5	10--04	3	1837-0	1				3004	2836	168
5	10--05	3	1837-0	1				2766	2533	233
5	10--06	3	1819-0	1				2754	2532	222
5	10--07	3	1111-0	1				2383	2109	274
5	10--08	3	0867-0	1				3771	3538	233
5	10--09	3	0727-0	1				2296	2018	278
5	10--10	3	1637-0	1				2952	2696	256
5	10--11	3	1837-0	1				2980	2705	275
5	10--12	3	0727-0	1				2057	1895	162
5	10--13	3	0727-0	33						
5	10--14	3	0727-0	1						
5	10--15	3	0769-0	1						
5	10--16	3	0769-0	1						
5	10--17	3	1837-0	1						
5								2327	2078	249
5								2390	2101	289
5								2959	2750	209

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DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	10--18	3	1867-0	1		3124	2900	224
5	10--19	3	0727-0	1		2250	2034	216
5	10--20	3	1511-0	33				
5	10--21	3	1867-0	1		2925	2508	417
5	10--22	3	0727-0	1		2239	2057	182
5	10--23	3	1537-0	1		2571	2299	272
5	10--24	3	1611-0	1		2505	2366	139
5	10--25	3	1837-0	1		3058	2826	232
5	10--26	3	1511-0	1		2432	2223	209
5	10--27	3	1115-0	33				
5	10--28	3	1111-0	1		2081	1966	115
5	10--30	3	0727-0	1		2123	1920	203
5	10--31	3	0727-0	1		2247	2057	190
5	10--32	3	0727-0	1		2277	2051	226
5	11--01	3	1535-0	1		2764	2481	283
5	11--02	3	1211-0	1		2413	2191	222
5	11--03	3	0769-0	1		2332	2063	269
5	11--04	3	0727-0	1		2251	2057	194
5	11--05	3	1837-0	1		2987	2812	175
5	11--06	3	1839-0	1		2833	2705	128
5	11--07	3	1111-0	1		2160	1964	196
5	11--08	3	0727-0	1		2233	2009	224
5	11--09	3	1839-0	1		3036	2712	324
5	11--10	3	1211-0	1		2460	2244	216
5	11--11	3	0727-0	33	3	2683	2467	216
5	11--15	3	1837-0	2				
5	11--16	3	1837-0	33				
5	11--17	3	1219-0	33				
5	11--18	3	1819-0	33	1	2240	2078	162
5	11--19	3	0769-0	2				
5	11--20	3	0527-0	33				
5	11--21	3	1435-0	1				
5	11--22	3	1435-0	1				
5	11--23	3	1435-0	1				
5	11--24	3	1435-0	1				
5	11--25	3	1435-0	1				
5	11--26	3	1435-0	1				
5	11--27	3	1435-0	1				
5	11--28	3	1435-0	1				
5	11--29	3	1435-0	1				
5	11--30	3	1435-0	1				
5	11--31	3	1435-0	1				
5	11--32	3	1435-0	1				
5	11--33	3	1435-0	1				
5	11--34	3	1435-0	1				
5	11--35	3	1435-0	1				
5	11--36	3	1435-0	1				
5	11--37	3	1435-0	1				
5	11--38	3	1435-0	1				
5	11--39	3	1435-0	1				
5	11--40	3	1435-0	1				
5	11--41	3	1435-0	1				
5	11--42	3	1435-0	1				
5	11--43	3	1435-0	1				
5	11--44	3	1435-0	1				
5	11--45	3	1435-0	1				
5	11--46	3	1435-0	1				
5	11--47	3	1435-0	1				
5	11--48	3	1435-0	1				
5	11--49	3	1435-0	1				
5	11--50	3	1435-0	1				
5	11--51	3	1435-0	1				
5	11--52	3	1435-0	1				
5	11--53	3	1435-0	1				
5	11--54	3	1435-0	1				
5	11--55	3	1435-0	1				
5	11--56	3	1435-0	1				
5	11--57	3	1435-0	1				
5	11--58	3	1435-0	1				
5	11--59	3	1435-0	1				
5	11--60	3	1435-0	1				
5	11--61	3	1435-0	1				
5	11--62	3	1435-0	1				
5	11--63	3	1435-0	1				
5	11--64	3	1435-0	1				
5	11--65	3	1435-0	1				
5	11--66	3	1435-0	1				
5	11--67	3	1435-0	1				
5	11--68	3	1435-0	1				
5	11--69	3	1435-0	1				
5	11--70	3	1435-0	1				
5	11--71	3	1435-0	1				
5	11--72	3	1435-0	1				
5	11--73	3	1435-0	1				
5	11--74	3	1435-0	1				
5	11--75	3	1435-0	1				
5	11--76	3	1435-0	1				
5	11--77	3	1435-0	1				
5	11--78	3	1435-0	1				
5	11--79	3	1435-0	1				
5	11--80	3	1435-0	1				
5	11--81	3	1435-0	1				
5	11--82	3	1435-0	1				
5	11--83	3	1435-0	1				
5	11--84	3	1435-0	1				
5	11--85	3	1435-0	1				
5	11--86	3	1435-0	1				
5	11--87	3	1435-0	1				
5	11--88	3	1435-0	1				
5	11--89	3	1435-0	1				
5	11--90	3	1435-0	1				
5	11--91	3	1435-0	1				
5	11--92	3	1435-0	1				
5	11--93	3	1435-0	1				
5	11--94	3	1435-0	1				
5	11--95	3	1435-0	1				
5	11--96	3	1435-0	1				
5	11--97	3	1435-0	1				
5	11--98	3	1435-0	1				
5	11--99	3	1435-0	1				
5	11--100	3	1435-0	1				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	13--12	4	0727-0	1		2293	2023	270
5	13--13	4	0727-0	1		2310	1939	371
5	13--14	4	1839-0	1		3054	2850	204
5	13--15	4	0769-0	1		2257	2095	162
5	13--16	4	0727-0	1		2287	2061	226
5	13--17	4	1839-0	1		2986	2787	199
5	13--18	4	0527-0	1		2062	1825	237
5	13--19	4	0727-0	1		2236	2037	199
5	13--20	4	1219-0	1		2279	2118	161
5	13--21	4	0727-0	1		2335	2045	290
5	13--22	4	0527-0	1		2304	1995	309
5	13--23	4	0727-0	1		2418	2066	352
5	13--24	4	1635-0	33		2223	2011	212
5	13--25	4	1519-0	1		2933	2658	275
5	13--26	4	1837-0	1		2293	2029	264
5	13--27	4	0569-0	1		2297	2133	164
5	13--28	4	1111-0	1		2964	2749	215
5	13--29	4	1837-0	1		2456	2230	226
5	13--30	4	1211-0	1		2700	2450	250
5	13--31	4	1637-0	1				
5	13--32	4	1119-0	33		3539	3320	219
5	14--01	4	1835-0	1		2318	2086	232
5	14--02	4	0769-0	1		2180	2049	131
5	14--03	4	0727-0	1		2774	2571	203
5	14--04	4	1837-0	1		2178	2013	165
5	14--05	4	0769-0	1		3012	2529	483
5	14--06	4	1837-0	1		2790	2535	255
5	14--07	4	1635-0	1		2218	2034	184
5	14--08	4	0769-0	1		2821	2577	244
5	14--09	4	1837-0	1		2310	2050	260
5	14--10	4	0769-0	1		2296	2072	318
5	14--11	4	1111-0	1		2296	1960	356

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	14--13	4	1837-0	1		2959	2690	269
5	14--14	4	0527-0	1		1985	1780	205
5	14--15	4	0527-0	1		2346	2151	195
5	14--16	4	0727-0	1		2275	2057	218
5	14--17	4	1211-0	1		2504	2190	314
5	14--18	4	1837-0	1		2818	2608	210
5	14--19	4	0769-0	1		2262	2078	184
5	14--20	4	0727-0	1		2129	1911	218
5	14--21	4	0727-0	1		2199	2053	146
5	14--22	4	1839-0	1		2984	2703	281
5	14--23	4	1511-0	1		2285	2056	229
5	14--24	4	0769-0	1		2272	2078	194
5	14--25	4	1539-0	1		2622	2356	266
5	14--26	4	0769-0	1		2246	2039	207
5	14--27	4	1839-0	1		3057	2754	303
5	14--28	4	0569-0	1		2243	2034	209
5	14--29	4	0727-0	1		2231	2059	172
5	14--30	4	1511-0	33				
5	14--31	4	1511-0	33				
5	14--32	4	1511-0	33				
5	15--01	4	0569-0	1		2201	1886	315
5	15--02	4	1635-0	1		3155	2843	312
5	15--03	4	1839-0	1		3265	3034	231
5	15--04	4	1837-0	1		3074	2675	399
5	15--05	4	0727-0	1		2273	2072	201
5	15--06	4	0727-0	1		2628	2043	585
5	15--07	4	1837-0	1		2866	2562	304
5	15--08	4	1839-0	1		2937	2690	247
5	15--09	4	1837-0	1		2937	2690	247
5	16--01	5	1839-0	2		3200	2962	238
5	16--02	5	1119-0	1		2800	2686	114
5	16--03	5	1111-0	1		2319	2178	141
5	16--04	5	1837-0	1		2073	1975	98
5						2575	2470	105

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DEALER - GYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	16--05	5	1219-0	33		2812	2706	106
5	16--06	5	1635-0	1		2855	2720	135
5	16--07	5	1839-0	1		2748	2582	166
5	16--08	5	1837-0	2	3	2615	2479	136
5	16--09	5	1637-0	2	3	2611	2454	157
5	16--10	5	1637-0	2	3	2669	2613	56
5	16--11	5	1837-0	1				
5	16--12	5	1837-0	33				
5	16--13	5	1619-0	35		2780	2542	238
5	16--14	5	1837-0	1				
5	16--15	5	1635-0	35				
5	16--16	5	1619-0	1		2830	2738	92
5	16--17	5	1637-0	1		3060	2968	92
5	16--18	5	0769-0	33				
5	16--19	5	0727-0	1		2205	2056	149
5	16--20	5	1839-0	33				
5	16--21	5	1835-0	1		3153	2996	157
5	16--22	5	1235-0	2		2728	2505	223
5	16--23	5	1837-0	1	3	2892	2801	91
5	17--01	5	0769-0	1		2313	2123	190
5	17--02	5	1837-0	1		3040	2612	428
5	17--03	5	0727-0	1		2301	2076	225
5	17--04	5	0727-0	1		2270	2034	236
5	17--05	5	1839-0	1		2926	2676	250
5	17--06	5	1837-0	1		2874	2564	310
5	17--07	5	1837-0	1		2940	2694	246
5	17--08	5	0727-0	1		2422	2049	373
5	17--09	5	1111-0	1		2214	1987	227
5	17--10	5	0727-0	1		2200	1905	295
5	17--11	5	0727-0	1		2238	2072	166
5	17--12	5	1645-0	1		3106	2876	230
5	17--13	5	1645-0	1		2155	2009	146
5	17--14	5	1645-0	1		2020	2009	112
5	17--15	5	1645-0	1		2020	2009	112

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SELLING

MODEL NO.

MONTH

NO.

PG. - LINE NO.

DEALER

DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	17--15	5	0769-0	2	3	2298	1955	343
5	17--16	5	0527-0	1		2249	1914	335
5	17--17	5	0727-0	1		2290	1824	466
5	17--18	5	0727-0	1		2163	2018	145
5	17--19	5	1135-0	1		2685	2435	250
5	17--20	5	1121-0	1		2089	1895	194
5	17--21	5	0769-0	1		2419	2113	306
5	17--22	5	0727-0	1		2232	2056	176
5	17--23	5	1837-0	1		2808	2581	227
5	17--24	5	0727-0	1		2341	2034	307
5	17--25	5	0867-0	1		3844	3655	189
5	17--26	5	1635-0	1		2894	2644	250
5	17--27	5	1611-0	1		2407	2280	127
5	17--28	5	1867-0	1		2772	2529	243
5	17--29	5	1867-0	1		2987	2766	221
5	17--30	5	0769-0	1		2231	2085	146
5	17--31	5	0769-0	1		2364	2120	244
5	17--32	5	1119-0	33				
5	18--01	5	0769-0	1		2329	2091	238
5	18--02	5	0569-0	1		2533	2205	328
5	18--03	5	1837-0	1		2951	2676	275
5	18--04	5	0727-0	1		2225	2049	176
5	18--05	5	1111-0	1		2385	1953	432
5	18--06	5	0727-0	1		2269	2044	225
5	18--07	5	0769-0	1		2286	2078	208
5	18--08	5	0769-0	1		2512	2115	397
5	18--09	5	0569-0	1		2054	1841	213
5	18--10	5	0769-0	1		2366	2155	211
5	18--11	5	1837-0	1		2925	2672	253
5	18--12	5	0569-0	1		1954	1769	185
5	18--13	5	1837-0	1		2721	2486	235
5	18--14	5	1619-0	1		2572	2443	129
5	18--15	5	1115-0	1		2528	2289	239

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[fol. 1732]

DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	18--16	5	1111-0	1		2114	1953	161
5	19--01	6	1635-0	2		2897	2697	200
5	19--02	6	1637-0	1	1	2585	2495	90
5	19--03	6	1111-0	35				
5	19--04	6	0727-0	1				
5	19--05	6	1211-0	33		2152	2049	103
5	19--06	6	0769-0	33				
5	19--07	6	1211-0	33				
5	19--08	6	1619-0	33				
5	19--10	6	1837-0	1		2590	2517	73
5	19--11	6	1839-0	1		2777	2666	111
5	19--12	6	1219-0	1		2725	2611	114
5	19--13	6	1737-0	1		2479	2266	213
5	19--14	6	1837-0	35				
5	19--15	6	1635-0	33				
5	19--16	6	1635-0	35				
5	19--17	6	1837-0	1				
5	19--18	6	1867-0	35		2752	2635	117
5	19--19	6	1219-0	33				
5	19--20	6	1219-0	33				
5	19--21	6	1837-0	2		2943	2724	219
5	19--22	6	1837-0	1	3	2709	2580	129
5	20--01	6	1115-0	1		2678	2387	291
5	20--02	6	0527-0	1		2079	1956	123
5	20--03	6	1219-0	1		2406	2227	179
5	20--04	6	0769-0	1		2049	1838	211
5	20--05	6	1837-0	1		2847	2638	209
5	20--06	6	0727-0	1		2191	1886	305
5	20--07	6	0727-0	1		2421	2038	383
5	20--08	6	1639-0	33				
5	20--09	6	1837-0	1		2775	2586	189
5	20--10	6	0527-0	1		2768	2572	192

SELLING

MODEL NO.

MONTH

PG. - LINE NO.

DEALER

DEALER NO.	P.S. - LINE NO.	MONTH SOLD	YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	20--12	6	1635-0	1		2924	2675	249
5	20--13	6	0727-0	1		2362	2062	300
5	20--14	6	0727-0	1		2204	2020	184
5	20--15	6	1211-0	1		2262	2043	219
5	20--16	6	1119-0	1		2321	2172	149
5	20--17	6	0527-0	1		2275	2135	140
5	20--18	6	0727-0	1		2125	2033	92
5	20--19	6	1611-0	1		2479	2311	168
5	20--20	6	0727-0	1		2332	2049	283
5	20--21	6	1837-0	33				
5	20--22	6	0727-0	1		2400	2072	328
5	20--23	6	0727-0	1		2370	2049	321
5	20--24	6	0727-0	1		2117	1913	204
5	20--25	6	0727-0	1				
5	20--26	6	1511-0	33				
5	20--27	6	1511-0	33				
5	20--28	6	0769-0	1		2279	2078	201
5	20--29	6	1837-0	1		2930	2688	242
5	20--30	6	0867-0	1		3750	3396	354
5	20--31	6	0727-0	1		2108	1880	228
5	20--32	6	1111-0	1		2083	1875	208
5	21--01	6	1635-0	1		3187	2849	338
5	21--02	6	1511-0	1		2325	2077	248
5	21--03	6	1837-0	1		2760	2622	138
5	21--04	6	1519-0	1		2303	2089	214
5	21--05	6	0727-0	1		2137	1916	221
5	21--06	6	1215-0	1		2601	2298	303
5	21--07	6	1111-0	1		2277	2038	239
5	21--08	6	0569-0	1		2214	2054	160
5	21--09	6	1545-0	1		2280	2026	254
5	21--10	6	1867-0	1		2989	2677	312
5	21--11	6	1867-0	33				
5	21--12	6	0769-0	1				
5	21--12	6	1837-0	1		2294	2061	233
5	21--12	6	1837-0	1		2946	2554	392

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	21--13	6	0727-0	1		2370	2049	321
5	21--14	6	0569-0	33				
5	21--15	6	0569-0	33		2343	1913	430
5	21--16	6	0727-0	1		2228	2094	134
5	21--17	6	0769-0	1		2361	2072	289
5	21--18	6	0727-0	1		2217	1945	272
5	21--19	6	0569-0	1		2111	1940	171
5	21--20	6	0527-0	1		2227	2062	165
5	21--21	6	0727-0	1		2875	2650	225
5	21--22	6	1837-0	1		2333	2029	304
5	21--23	6	0569-0	1		2333	2061	272
5	21--24	6	0769-0	1		2330	2101	229
5	21--25	6	0769-0	1		2200	1996	204
5	21--26	6	0769-0	1		2183	2074	109
5	22--01	7	0727-0	1		2758	2649	109
5	22--02	7	1837-0	1		2212	2081	131
5	22--03	7	0769-0	1		2227	2066	161
5	22--04	7	0927-0	2	3	2264	2240	24
5	22--05	7	0927-0	1		2879	2729	150
5	22--06	7	1837-0	1		2398	2235	163
5	22--07	7	1519-0	2	3	2234	2101	133
5	22--08	7	0769-0	1		2266	2028	238
5	22--09	7	0769-0	1		2713	2537	176
5	22--10	7	1819-0	1		3122	2894	228
5	22--11	7	1645-0	2	3	2040	1926	114
5	22--12	7	0727-0	1		2164	2026	138
5	22--13	7	0927-0	2	1	3175	2927	248
5	22--14	7	1839-0	1		2641	2399	242
5	22--15	7	1535-0	2	3	2904	2735	169
5	22--16	7	1839-0	1				
5	22--17	7	1839-0	1				
5	22--18	7	1839-0	1				
5	22--19	7	1839-0	1				
5	22--20	7	1839-0	1				
5	22--21	7	1839-0	1				
5	22--22	7	1839-0	1				
5	22--23	7	1839-0	1				
5	22--24	7	1839-0	1				
5	22--25	7	1839-0	1				
5	22--26	7	1839-0	1				
5	22--27	7	1839-0	1				
5	22--28	7	1839-0	1				
5	22--29	7	1839-0	1				
5	22--30	7	1839-0	1				
5	22--31	7	1839-0	1				
5	22--32	7	1839-0	1				
5	22--33	7	1839-0	1				
5	22--34	7	1839-0	1				
5	22--35	7	1839-0	1				
5	22--36	7	1839-0	1				
5	22--37	7	1839-0	1				
5	22--38	7	1839-0	1				
5	22--39	7	1839-0	1				
5	22--40	7	1839-0	1				
5	22--41	7	1839-0	1				
5	22--42	7	1839-0	1				
5	22--43	7	1839-0	1				
5	22--44	7	1839-0	1				
5	22--45	7	1839-0	1				
5	22--46	7	1839-0	1				
5	22--47	7	1839-0	1				
5	22--48	7	1839-0	1				
5	22--49	7	1839-0	1				
5	22--50	7	1839-0	1				
5	22--51	7	1839-0	1				
5	22--52	7	1839-0	1				
5	22--53	7	1839-0	1				
5	22--54	7	1839-0	1				
5	22--55	7	1839-0	1				
5	22--56	7	1839-0	1				
5	22--57	7	1839-0	1				
5	22--58	7	1839-0	1				
5	22--59	7	1839-0	1				
5	22--60	7	1839-0	1				
5	22--61	7	1839-0	1				
5	22--62	7	1839-0	1				
5	22--63	7	1839-0	1				
5	22--64	7	1839-0	1				
5	22--65	7	1839-0	1				
5	22--66	7	1839-0	1				
5	22--67	7	1839-0	1				
5	22--68	7	1839-0	1				
5	22--69	7	1839-0	1				
5	22--70	7	1839-0	1				
5	22--71	7	1839-0	1				
5	22--72	7	1839-0	1				
5	22--73	7	1839-0	1				
5	22--74	7	1839-0	1				
5	22--75	7	1839-0	1				
5	22--76	7	1839-0	1				
5	22--77	7	1839-0	1				
5	22--78	7	1839-0	1				
5	22--79	7	1839-0	1				
5	22--80	7	1839-0	1				
5	22--81	7	1839-0	1				
5	22--82	7	1839-0	1				
5	22--83	7	1839-0	1				
5	22--84	7	1839-0	1				
5	22--85	7	1839-0	1				
5	22--86	7	1839-0	1				
5	22--87	7	1839-0	1				
5	22--88	7	1839-0	1				
5	22--89	7	1839-0	1				
5	22--90	7	1839-0	1				
5	22--91	7	1839-0	1				
5	22--92	7	1839-0	1				
5	22--93	7	1839-0	1				
5	22--94	7	1839-0	1				
5	22--95	7	1839-0	1				
5	22--96	7	1839-0	1				
5	22--97	7	1839-0	1				
5	22--98	7	1839-0	1				
5	22--99	7	1839-0	1				
5	22--100	7	1839-0	1				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	22--20	7	1837-0	35		2141	2048	93
5	22--21	7	0769-0	1				
5	22--22	7	1511-0	33				
5	22--23	7	0769-0	35				
5	22--24	7	1235-0	1				
5	22--25	7	1837-0	1		2762	2618	144
5	23--01	7	1219-0	1		2720	2625	95
5	23--02	7	0727-0	1		2560	2323	237
5	23--03	7	0927-0	1		2313	2079	234
5	23--04	7	0769-0	1		2458	2201	257
5	23--05	7	1635-0	1		2320	2035	285
5	23--06	7	1115-0	1		3254	2838	416
5	23--07	7	1115-0	1		2300	2196	104
5	23--08	7	1867-0	1		2653	2447	206
5	23--09	7	0927-0	1		3175	2863	312
5	23--10	7	1121-0	1		2714	2244	470
5	23--11	7	0727-0	1		2360	2148	212
5	23--12	7	1635-0	1		2283	2057	226
5	23--13	7	1835-0	1		2951	2797	154
5	23--14	7	1511-0	33		3622	3252	370
5	23--15	7	1839-0	1		3005	2626	379
5	23--16	7	0769-0	1		2243	2078	165
5	23--17	7	1839-0	33				
5	23--18	7	1219-0	1				
5	23--19	7	0769-0	1		2381	2214	167
5	23--20	7	0727-0	1		2304	2061	243
5	23--21	7	0769-0	1		2226	1926	300
5	23--22	7	0927-0	1		2145	1982	163
5	23--23	7	0569-0	1		2698	2255	443
5	23--24	7	0927-0	1		2172	1857	315
5	23--25	7	1839-0	33		2450	2087	363
5	23--26	7	1635-0	1				
5	23--27	7	1111-0	1		3570	3160	410
						2110	1965	145

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

1154

DEALER NO.	PG. - LINE NO.	MO. TH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	23--28	7	1837-0	1		3000	2608	392
5	23--29	7	1837-0	1		2967	2798	169
5	23--30	7	0727-0	1		2272	2056	216
5	23--31	7	1535-0	1		2774	2541	233
5	23--32	7	1135-0	1		2636	2413	223
5	24--01	7	0769-0	1		2291	2072	219
5	24--02	7	0769-0	1		2150	1955	195
5	24--03	7	1635-0	2	3	3097	2730	367
5	24--04	7	1635-0	1		3267	2958	309
5	24--05	7	0527-0	1		2330	2106	224
5	24--06	7	0927-0	1		3006	2555	451
5	24--07	7	0727-0	1		2153	1951	202
5	24--08	7	0527-0	1		2157	1962	195
5	24--09	7	1519-0	1		2712	2244	468
5	24--10	7	1111-0	1		2351	2168	183
5	24--11	7	0927-0	1		2535	2069	466
5	24--12	7	1837-0	1		2829	2683	146
5	24--13	7	1837-0	1		2812	2612	200
5	24--14	7	0727-0	1		2375	1951	424
5	24--15	7	0727-0	1		2178	1951	227
5	24--16	7	0727-0	1		2403	2159	244
5	24--17	7	1837-0	1		2879	2673	206
5	24--18	7	1839-0	1		3223	3090	133
5	24--19	7	1619-0	1		2658	2368	290
5	24--20	7	1635-0	1		3000	2787	213
5	24--21	7	1819-0	1		2984	2659	325
5	24--22	7	1837-0	1		2723	2539	184
5	24--23	7	0527-0	1		2203	1954	249
5	24--24	7	0769-0	1		3300	2086	231
5	24--25	7	1867-0	1		2776	3021	279
5	24--26	7	1839-0	1		2211	2623	153
5	24--27	7	0727-0	1		2211	2014	197
5	24--28	7	0727-0	2		2211	2450	112

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	25--03	8	1635-0	1		2912	2753	159
5	25--04	8	1535-0	1		2468	2375	93
5	25--05	8	1837-0	2	3	2792	2608	184
5	25--06	8	1839-0	2	3	2936	2715	221
5	25--07	8	1111-0	1		2041	1948	93
5	25--08	8	0727-0	1		1983	1889	94
5	26--01	8	1119-0	1		2343	2118	225
5	26--02	8	1635-0	1		2920	2803	187
5	26--03	8	1511-0	1		2418	2201	217
5	26--04	8	1235-0	1		2796	2490	306
5	26--05	8	0769-0	1		2421	2086	335
5	26--06	8	1635-0	33				
5	26--07	8	0727-0	1		2189	1935	254
5	26--08	8	0569-0	1		2239	2020	219
5	26--09	8	0727-0	1		2309	2072	237
5	26--10	8	1635-0	1		3082	2828	254
5	26--11	8	0769-0	1		2329	2092	237
5	26--12	8	0727-0	1		2202	1911	291
5	26--13	8	1867-0	1		3093	2846	247
5	26--14	8	0769-0	1		2344	2114	230
5	26--15	8	1119-0	1		2401	2188	213
5	26--16	8	1837-0	1		3047	2675	372
5	26--17	8	1115-0	1		2464	2202	262
5	26--18	8	1839-0	1		2888	2648	240
5	26--19	8	1839-0	1		2972	2744	228
5	26--20	8	0569-0	1		2375	2090	285
5	26--21	8	0927-0	1		2700	2194	506
5	26--22	8	0727-0	1		2271	2041	230
5	26--23	8	0727-0	1		2188	2009	179
5	26--24	8	1637-0	1		2666	2400	266
5	26--25	8	1835-0	1		3120	2821	299
5	26--26	8	1611-0	1		2675	2309	366
5	26--27	8	0727-0	1		2271	1931	340

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	26--28	8	0569-0	1		2265	2029	236
5	26--29	8	1839-0	1		2996	2676	320
5	26--30	8	0927-0	1		2624	2219	405
5	26--31	8	0769-0	1		2458	2067	391
5	26--32	8	1219-0	1		2208	2107	101
5	27--01	8	0727-0	1		2221	1951	270
5	27--02	8	0867-0	1		3797	3597	200
5	27--03	8	0769-0	1		2237	1972	265
5	27--04	8	1645-0	1		3160	2895	265
5	27--05	8	0867-0	1		3935	3605	330
5	27--06	8	0727-0	32		2684	2351	333
5	27--07	8	1837-0	1		2877	2578	299
5	27--08	8	1837-0	1		3000	2781	219
5	27--09	8	1839-0	1		2297	2086	211
5	27--10	8	0769-0	1		2531	2317	214
5	27--11	8	1611-0	1		2263	2059	204
5	27--12	8	0769-0	1		2138	1943	195
5	27--13	8	0769-0	1		2867	2629	238
5	27--14	8	1837-0	1		2354	2215	139
5	27--15	8	1211-0	1		2529	2249	280
5	27--16	8	1219-0	1		3193	2943	250
5	27--17	8	1835-0	1		3223	2837	386
5	27--18	8	1837-0	1				
5	27--19	8	1639-0	33				
5	28--01	9	0569-0	2	3	2211	2024	187
5	28--02	9	1837-0	1		2715	2620	95
5	28--03	9	1837-0	2	3	2701	2538	163
5	28--04	9	0769-0	2	3	2282	2098	184
5	28--05	9	0769-0	1		2169	2086	83
5	28--06	9	1837-0	1		2703	2587	116
5	28--07	9	1635-0	33				
5	28--08	9	1637-0	33				
5	28--09	9	1637-0	33				
5	28--10	9	1637-0	33				
5	28--11	9	1637-0	33				
5	28--12	9	1637-0	33				
5	28--13	9	1637-0	33				
5	28--14	9	1637-0	33				
5	28--15	9	1637-0	33				
5	28--16	9	1637-0	33				
5	28--17	9	1637-0	33				
5	28--18	9	1637-0	33				
5	28--19	9	1637-0	33				
5	28--20	9	1637-0	33				
5	28--21	9	1637-0	33				
5	28--22	9	1637-0	33				
5	28--23	9	1637-0	33				
5	28--24	9	1637-0	33				
5	28--25	9	1637-0	33				
5	28--26	9	1637-0	33				
5	28--27	9	1637-0	33				
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5	28--33	9	1637-0	33				
5	28--34	9	1637-0	33				
5	28--35	9	1637-0	33				
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5	28--41	9	1637-0	33				
5	28--42	9	1637-0	33				
5	28--43	9	1637-0	33				
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5	28--45	9	1637-0	33				
5	28--46	9	1637-0	33				
5	28--47	9	1637-0	33				
5	28--48	9	1637-0	33				
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5	28--64	9	1637-0	33				
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5	28--66	9	1637-0	33				
5	28--67	9	1637-0	33				
5	28--68	9	1637-0	33				
5	28--69	9	1637-0	33				
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5	28--71	9	1637-0	33				
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5	28--73	9	1637-0	33				
5	28--74	9	1637-0	33				
5	28--75	9	1637-0	33				
5	28--76	9	1637-0	33				
5	28--77	9	1637-0	33				
5	28--78	9	1637-0	33				
5	28--79	9	1637-0	33				
5	28--80	9	1637-0	33				
5	28--81	9	1637-0	33				
5	28--82	9	1637-0	33				
5	28--83	9	1637-0	33				
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5	28--86	9	1637-0	33				
5	28--87	9	1637-0	33				
5	28--88	9	1637-0	33				
5	28--89	9	1637-0	33				
5	28--90	9	1637-0	33				
5	28--91	9	1637-0	33				
5	28--92	9	1637-0	33				
5	28--93	9	1637-0	33				
5	28--94	9	1637-0	33				
5	28--95	9	1637-0	33				
5	28--96	9	1637-0	33				
5	28--97	9	1637-0	33				
5	28--98	9	1637-0	33				
5	28--99	9	1637-0	33				
5	28--100	9	1637-0	33				

DEALER - GYNN

[fol. 1740]

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	30--08	10	1837-0	31				
5	30--09	10	1839-1	33				
5	30--10	10	1837-1	33				
5	30--11	10	0727-1	2	1	2280	1988	292
5	30--12	10	0727-1	33				
5	30--13	10	0727-1	33				
5	30--14	10	0727-1	2	3	2202	1991	211
5	30--15	10	0927-1	1		2326	2146	180
5	30--16	10	0568-1	2	3	2114	1964	150
5	30--17	10	0727-1	33				
5	30--18	10	0927-1	2	1	2392	2111	281
5	30--19	10	0727-1	33				
5	30--20	10	0727-1	2	3	2261	2027	234
5	30--21	10	0927-1	2	1	2407	2144	263
5	31--01	10	1819-0	1		2727	2567	160
5	31--02	10	0769-1	1		2600	2110	490
5	31--03	10	0769-0	31				
5	31--04	10	1837-0	31				
5	31--05	10	1619-0	31				
5	31--06	10	1619-0	31				
5	31--07	10	1645-0	31				
5	31--08	10	1637-0	31				
5	31--09	10	1837-0	31				
5	31--10	10	1819-0	31				
5	31--11	10	0927-1	1		2668	2169	499
5	31--12	10	1839-1	1		3090	2729	361
5	31--13	10	0927-1	1		2542	2094	448
5	31--14	10	1837-0	31				
5	31--15	10	1169-1	1		2284	2001	283
5	31--16	10	1867-1	33				
5	31--17	10	0927-1	1		2704	2196	508
5	31--18	10	0927-1	1		2691	2172	519

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DEALER NO. MODEL NO. NET

DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	31--20	10	1839-1	1		3000	2659	341
5	31--21	10	1837-0	31				
5	31--22	10	0927-1	1		2691	2186	505
5	31--23	10	0927-1	1		2691	2186	505
5	31--24	10	0769-0	31				
5	31--25	10	0727-1	1		2250	1921	329
5	31--26	10	1867-1	1		3154	2881	273
5	31--27	10	1837-1	1		3004	2679	325
5	31--28	10	1869-1	1		3274	2745	529
5	31--29	10	0927-1	1		2598	2185	413
5	31--30	10	1837-1	1		3171	2692	479
5	31--31	10	0769-1	33				
5	31--32	10	0927-1	1		2483	2059	424
5	32--01	10	0569-0	31				
5	32--02	10	0769-0	31				
5	32--03	10	0927-1	1		2627	2184	443
5	32--04	10	0927-1	1		2603	2196	407
5	32--05	10	1837-1	1		3010	2673	337
5	32--06	10	0727-1	1		2538	2060	478
5	32--07	10	0927-1	1		2484	2200	284
5	32--08	10	0927-1	1		2224	2051	173
5	32--09	10	0927-1	1		2618	2176	442
5	32--10	10	0867-0	31				
5	32--11	10	1635-0	31				
5	32--12	10	1635-0	31				
5	32--13	10	1635-0	31				
5	32--14	10	1837-0	31				
5	33--01	11	1837-1	1				
5	33--02	11	0927-1	1		3000	2433	567
5	33--03	11	0527-1	1		2522	2207	315
5	33--04	11	1645-0	31		2337	2006	331
5	33--05	11	1635-1	1				
5	33--06	11	1669-1	1		2868	2697	171
5						2465	2465	500

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER - GWYNN

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	33--07	11	0927-1	1		2390	2095	295
5	33--08	11	0927-1	1		2507	2160	347
5	33--09	11	1867-1	1		3376	2943	433
5	33--10	11	0927-1	1		2477	2182	295
5	33--11	11	1837-0	31				
5	33--12	11	0927-1	1		2553	2207	346
5	33--13	11	1111-1	1		2389	2086	303
5	33--14	11	0927-1	1		2624	2196	428
5	33--15	11	0927-1	1		2591	2181	410
5	33--16	11	1769-1	1		2632	2294	338
5	33--17	11	1269-1	1		2531	2195	336
5	33--18	11	0727-1	1		2452	1995	457
5	33--19	11	1837-1	33				
5	33--20	11	1837-0	31				
5	33--21	11	1837-0	31				
5	33--22	11	1837-1	1		3200	2679	521
5	33--23	11	1837-1	1		3098	2642	456
5	33--24	11	1215-0	31				
5	33--25	11	0927-1	1		2656	2186	470
5	33--26	11	1839-0	31				
5	33--27	11	1839-1	32				
5	33--28	11	0927-1	1		2387	2157	230
5	33--29	11	1837-1	1		2744	2615	129
5	33--30	11	1869-1	1		2927	2617	310
5	33--31	11	0927-1	1		2509	2111	398
5	33--32	11	0769-1	33				
5	34--01	11	1837-1	1		3209	2829	380
5	34--02	11	1519-0	31				
5	34--03	11	1837-1	1		2754	2568	186
5	34--04	11	1569-1	1		2816	2299	517
5	34--05	11	1569-1	31				
5	34--06	11	1569-1	31				
5	34--07	11	1569-1	31				
5	34--08	11	1569-1	31				
5	34--09	11	1569-1	31				
5	34--10	11	1569-1	31				
5	34--11	11	1569-1	31				
5	34--12	11	1569-1	31				
5	34--13	11	1569-1	31				
5	34--14	11	1569-1	31				
5	34--15	11	1569-1	31				
5	34--16	11	1569-1	31				
5	34--17	11	1569-1	31				
5	34--18	11	1569-1	31				
5	34--19	11	1569-1	31				
5	34--20	11	1569-1	31				
5	34--21	11	1569-1	31				
5	34--22	11	1569-1	31				
5	34--23	11	1569-1	31				
5	34--24	11	1569-1	31				
5	34--25	11	1569-1	31				
5	34--26	11	1569-1	31				
5	34--27	11	1569-1	31				
5	34--28	11	1569-1	31				
5	34--29	11	1569-1	31				
5	34--30	11	1569-1	31				
5	34--31	11	1569-1	31				
5	34--32	11	1569-1	31				
5	34--33	11	1569-1	31				
5	34--34	11	1569-1	31				
5	34--35	11	1569-1	31				
5	34--36	11	1569-1	31				
5	34--37	11	1569-1	31				
5	34--38	11	1569-1	31				
5	34--39	11	1569-1	31				
5	34--40	11	1569-1	31				
5	34--41	11	1569-1	31				
5	34--42	11	1569-1	31				
5	34--43	11	1569-1	31				
5	34--44	11	1569-1	31				
5	34--45	11	1569-1	31				
5	34--46	11	1569-1	31				
5	34--47	11	1569-1	31				
5	34--48	11	1569-1	31				
5	34--49	11	1569-1	31				
5	34--50	11	1569-1	31				
5	34--51	11	1569-1	31				
5	34--52	11	1569-1	31				
5	34--53	11	1569-1	31				
5	34--54	11	1569-1	31				
5	34--55	11	1569-1	31				
5	34--56	11	1569-1	31				
5	34--57	11	1569-1	31				
5	34--58	11	1569-1	31				
5	34--59	11	1569-1	31				
5	34--60	11	1569-1	31				
5	34--61	11	1569-1	31				
5	34--62	11	1569-1	31				
5	34--63	11	1569-1	31				
5	34--64	11	1569-1	31				
5	34--65	11	1569-1	31				
5	34--66	11	1569-1	31				
5	34--67	11	1569-1	31				
5	34--68	11	1569-1	31				
5	34--69	11	1569-1	31				
5	34--70	11	1569-1	31				
5	34--71	11	1569-1	31				
5	34--72	11	1569-1	31				
5	34--73	11	1569-1	31				
5	34--74	11	1569-1	31				
5	34--75	11	1569-1	31				
5	34--76	11	1569-1	31				
5	34--77	11	1569-1	31				
5	34--78	11	1569-1	31				
5	34--79	11	1569-1	31				
5	34--80	11	1569-1	31				
5	34--81	11	1569-1	31				
5	34--82	11	1569-1	31				
5	34--83	11	1569-1	31				
5	34--84	11	1569-1	31				
5	34--85	11	1569-1	31				
5	34--86	11	1569-1	31				
5	34--87	11	1569-1	31				
5	34--88	11	1569-1	31				
5	34--89	11	1569-1	31				
5	34--90	11	1569-1	31				
5	34--91	11	1569-1	31				
5	34--92	11	1569-1	31				
5	34--93	11	1569-1	31				
5	34--94	11	1569-1	31				
5	34--95	11	1569-1	31				
5	34--96	11	1569-1	31				
5	34--97	11	1569-1	31				
5	34--98	11	1569-1	31				
5	34--99	11	1569-1	31				
5	34--100	11	1569-1	31				

SELLING

MODEL NO.

NO.

DEALER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	34--08	11	0927-1	1		2530	2165	365
5	34--09	11	0769-1	33				
5	34--10	11	1635-0	31				
5	34--11	11	0727-1	1				
5	34--12	11	0769-1	1				
5	34--13	11	1839-1	1		2150	1947	203
5	34--14	11	1835-1	1		2121	1883	238
5	34--15	11	1835-1	1		2825	2588	237
5	34--16	11	0927-1	1		3235	2986	249
5	34--17	11	0927-1	1		2409	2094	315
5	34--18	11	1837-1	1		2495	2166	329
5	34--19	11	1639-0	31		2841	2596	245
5	34--20	11	1511-1	1				
5	35--01	11	0927-1	2	1	2707	2291	416
5	35--02	11	1169-1	1		2383	2110	273
5	35--03	11	0727-1	33		2146	2061	85
5	35--04	11	1839-1	33				
5	35--05	11	1837-1	33				
5	35--06	11	1837-1	33				
5	35--07	11	0927-1	2	1	2382	2172	210
5	35--08	11	1845-1	2	1	3341	3041	300
5	35--09	11	1837-1	1		2558	2473	85
5	35--10	11	1837-1	33				
5	35--11	11	1839-1	33				
5	35--12	11	1837-1	33				
5	35--13	11	0769-1	2	1	2178	1919	259
5	35--14	11	1635-1	2	1	2820	2546	274
5	35--15	11	1837-1	33				
5	35--16	11	1837-1	33				
5	35--17	11	1839-1	33				
5	35--18	11	1839-1	33				
5	35--19	11	1767-1	33				
5	35--20	11	0735-1	33				
5		11	0927-1	35				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	35--21	11	1535-1	35	1	2414	2177	237
5	35--22	11	0727-1	2				
5	35--23	11	1635-1	35				
5	35--24	11	1839-1	33				
5	35--25	11	0927-1	2				
5	35--26	11	0927-1	2				
5	35--27	11	1837-1	2				
5	35--28	11	0927-1	2				
5	35--29	11	1867-1	2				
5	35--30	11	1837-1	2				
5	35--31	11	1635-1	2				
5	35--32	11	1869-1	1				
5	36--01	11	0727-1	1				
5	36--02	11	0735-1	33				
5	36--03	11	1839-1	33				
5	36--04	11	1635-1	33				
5	36--05	11	0927-1	1				
5	36--06	11	1635-1	1				
5	36--07	11	1669-1	2				
5	36--08	11	1837-1	2				
5	36--09	11	0927-1	35				
5	36--10	11	1837-1	33				
5	36--11	11	1837-1	33				
5	36--12	11	1837-1	33				
5	36--13	11	1837-1	33				
5	36--14	11	1837-1	33				
5	36--15	11	1837-1	33				
5	36--16	11	1837-1	33				
5	36--17	11	1837-1	33				
5	36--18	11	1837-1	33				
5	36--19	11	1837-1	33				
5	36--20	11	1837-1	33				
5	36--21	11	1837-1	33				
5	36--22	11	1837-1	33				
5	36--23	11	1837-1	33				
5	36--24	11	1837-1	33				
5	36--25	11	1837-1	33				
5	36--26	11	1837-1	33				
5	36--27	11	1837-1	33				
5	36--28	11	1837-1	33				
5	36--29	11	1837-1	33				
5	36--30	11	1837-1	33				
5	36--31	11	1837-1	33				
5	36--32	11	1837-1	33				
5	36--33	11	1837-1	33				
5	36--34	11	1837-1	33				
5	36--35	11	1837-1	33				
5	36--36	11	1837-1	33				
5	36--37	11	1837-1	33				
5	36--38	11	1837-1	33				
5	36--39	11	1837-1	33				
5	36--40	11	1837-1	33				
5	36--41	11	1837-1	33				
5	36--42	11	1837-1	33				
5	36--43	11	1837-1	33				
5	36--44	11	1837-1	33				
5	36--45	11	1837-1	33				
5	36--46	11	1837-1	33				
5	36--47	11	1837-1	33				
5	36--48	11	1837-1	33				
5	36--49	11	1837-1	33				
5	36--50	11	1837-1	33				
5	36--51	11	1837-1	33				
5	36--52	11	1837-1	33				
5	36--53	11	1837-1	33				
5	36--54	11	1837-1	33				
5	36--55	11	1837-1	33				
5	36--56	11	1837-1	33				
5	36--57	11	1837-1	33				
5	36--58	11	1837-1	33				
5	36--59	11	1837-1	33				
5	36--60	11	1837-1	33				
5	36--61	11	1837-1	33				
5	36--62	11	1837-1	33				
5	36--63	11	1837-1	33				
5	36--64	11	1837-1	33				
5	36--65	11	1837-1	33				
5	36--66	11	1837-1	33				
5	36--67	11	1837-1	33				
5	36--68	11	1837-1	33				
5	36--69	11	1837-1	33				
5	36--70	11	1837-1	33				
5	36--71	11	1837-1	33				
5	36--72	11	1837-1	33				
5	36--73	11	1837-1	33				
5	36--74	11	1837-1	33				
5	36--75	11	1837-1	33				
5	36--76	11	1837-1	33				
5	36--77	11	1837-1	33				
5	36--78	11	1837-1	33				
5	36--79	11	1837-1	33				
5	36--80	11	1837-1	33				
5	36--81	11	1837-1	33				
5	36--82	11	1837-1	33				
5	36--83	11	1837-1	33				
5	36--84	11	1837-1	33				
5	36--85	11	1837-1	33				
5	36--86	11	1837-1	33				
5	36--87	11	1837-1	33				
5	36--88	11	1837-1	33				
5	36--89	11	1837-1	33				
5	36--90	11	1837-1	33				
5	36--91	11	1837-1	33				
5	36--92	11	1837-1	33				
5	36--93	11	1837-1	33				
5	36--94	11	1837-1	33				
5	36--95	11	1837-1	33				
5	36--96	11	1837-1	33				
5	36--97	11	1837-1	33				
5	36--98	11	1837-1	33				
5	36--99	11	1837-1	33				
5	36--100	11	1837-1	33				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	36--22	11	1837-1	1		2898	2754	144
5	36--23	11	1869-1	1		2805	2634	171
5	36--24	11	0727-1	1		2160	1997	163
5	36--25	11	1635-1	2	3	2945	2748	197
5	36--26	11	1839-1	33				
5	36--28	11	1669-1	1				
5	36--29	11	1837-1	1		2653	2529	124
5	36--30	11	0927-1	1	1	3062	2945	117
5	36--31	11	1837-1	33		2353	2111	242
5	36--32	11	0927-1	2				
5	37--01	12	0927-1	2	1	2407	2165	242
5	37--02	12	0727-1	2	1	2331	2095	236
5	37--03	12	1839-1	2	1	2239	1955	284
5	37--04	12	1837-1	33				
5	37--05	12	0927-1	2	1	2736	2579	157
5	37--06	12	0727-1	34	1			
5	37--07	12	0735-1	2	3	2364	2146	218
5	37--08	12	1845-1	2	1	3277	2998	279
5	37--09	12	1839-1	2	3	2870	2649	221
5	37--10	12	1839-1	2	3	2873	2624	249
5	37--11	12	0735-1	2	1	2590	2316	274
5	37--12	12	0927-1	1	1	2306	2164	142
5	37--13	12	1839-1	1		2719	2591	128
5	37--14	12	1839-1	35				
5	37--15	12	0927-1	2	1	2369	2109	260
5	37--16	12	0927-1	35				
5	37--17	12	0727-1	2	1			
5	37--18	12	1511-1	2	1	2231	1975	256
5	37--19	12	0927-1	1	1	2481	2220	261
5	37--20	12	1839-1	33		2305	2188	117
5	37--21	12	1837-1	33				
5	37--22	12	1845-1	33				
5	37--23	12	0927-1	2	3			
5	37--23	12	0927-1	33		2353	2185	168

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	37--24	12	1535-1	2	1	2721	2462	259
5	37--25	12	0927-1	2	1	2439	2219	220
5	37--26	12	0727-1	2	1	2235	2019	216
5	37--27	12	1837-1	1		2475	2360	115
5	37--28	12	1839-1	1		2726	2633	93
5	37--29	12	0569-1	2	3	2040	1825	215
5	37--30	12	0527-1	2	3	1986	1872	114
5	37--31	12	1569-1	2	3	2453	2240	213
5	37--32	12	0927-1	2	1	2403	2134	269
5	38--01	12	0867-1	33				
5	38--02	12	1839-1	33				
5	38--03	12	0927-1	33				
5	38--04	12	1635-1	33				
5	38--05	12	1211-1	1				
5	38--06	12	1839-1	33				
5	38--07	12	1837-1	33				
5	38--08	12	1669-1	1				
5	38--09	12	0927-1	1				
5	38--10	12	0927-1	1				
5	38--11	12	1839-1	33				
5	38--12	12	1637-1	33				
5	38--13	12	1839-1	1				
5	38--14	12	1839-1	33				
5	38--15	12	1837-1	33				
5	38--16	12	1635-1	33				
5	38--17	12	0735-1	1				
5	38--18	12	1839-1	33				
5	38--19	12	1635-0	31				
5	38--20	12	1639-0	31				
5	38--21	12	0927-1	1				
5	38--22	12	1667-1	33				
5	38--23	12	1111-0	31				
5	38--24	12	1111-0	31				
5	38--25	12	1111-0	31				
5	38--26	12	1111-0	31				
5	38--27	12	1111-0	31				
5	38--28	12	1111-0	31				
5	38--29	12	1111-0	31				
5	38--30	12	1111-0	31				
5	38--31	12	1111-0	31				
5	38--32	12	1111-0	31				
5	38--33	12	1111-0	31				
5	38--34	12	1111-0	31				
5	38--35	12	1111-0	31				
5	38--36	12	1111-0	31				
5	38--37	12	1111-0	31				
5	38--38	12	1111-0	31				
5	38--39	12	1111-0	31				
5	38--40	12	1111-0	31				
5	38--41	12	1111-0	31				
5	38--42	12	1111-0	31				
5	38--43	12	1111-0	31				
5	38--44	12	1111-0	31				
5	38--45	12	1111-0	31				
5	38--46	12	1111-0	31				
5	38--47	12	1111-0	31				
5	38--48	12	1111-0	31				
5	38--49	12	1111-0	31				
5	38--50	12	1111-0	31				
5	38--51	12	1111-0	31				
5	38--52	12	1111-0	31				
5	38--53	12	1111-0	31				
5	38--54	12	1111-0	31				
5	38--55	12	1111-0	31				
5	38--56	12	1111-0	31				
5	38--57	12	1111-0	31				
5	38--58	12	1111-0	31				
5	38--59	12	1111-0	31				
5	38--60	12	1111-0	31				
5	38--61	12	1111-0	31				
5	38--62	12	1111-0	31				
5	38--63	12	1111-0	31				
5	38--64	12	1111-0	31				
5	38--65	12	1111-0	31				
5	38--66	12	1111-0	31				
5	38--67	12	1111-0	31				
5	38--68	12	1111-0	31				
5	38--69	12	1111-0	31				
5	38--70	12	1111-0	31				
5	38--71	12	1111-0	31				
5	38--72	12	1111-0	31				
5	38--73	12	1111-0	31				
5	38--74	12	1111-0	31				
5	38--75	12	1111-0	31				
5	38--76	12	1111-0	31				
5	38--77	12	1111-0	31				
5	38--78	12	1111-0	31				
5	38--79	12	1111-0	31				
5	38--80	12	1111-0	31				
5	38--81	12	1111-0	31				
5	38--82	12	1111-0	31				
5	38--83	12	1111-0	31				
5	38--84	12	1111-0	31				
5	38--85	12	1111-0	31				
5	38--86	12	1111-0	31				
5	38--87	12	1111-0	31				
5	38--88	12	1111-0	31				
5	38--89	12	1111-0	31				
5	38--90	12	1111-0	31				
5	38--91	12	1111-0	31				
5	38--92	12	1111-0	31				
5	38--93	12	1111-0	31				
5	38--94	12	1111-0	31				
5	38--95	12	1111-0	31				
5	38--96	12	1111-0	31				
5	38--97	12	1111-0	31				
5	38--98	12	1111-0	31				
5	38--99	12	1111-0	31				
5	38--100	12	1111-0	31				
5	38--101	12	1111-0	31				
5	38--102	12	1111-0	31				
5	38--103	12	1111-0	31				
5	38--104	12	1111-0	31				
5	38--105	12	1111-0	31				
5	38--106	12	1111-0	31				
5	38--107	12	1111-0	31				
5	38--108	12	1111-0	31				
5	38--109	12	1111-0	31				
5	38--110	12	1111-0	31				
5	38--111	12	1111-0	31				
5	38--112	12	1111-0	31				
5	38--113	12	1111-0	31				
5	38--114	12	1111-0	31				
5	38--115	12	1111-0	31				
5	38--116	12	1111-0	31				
5	38--117	12	1111-0	31				
5	38--118	12	1111-0	31				
5	38--119	12	1111-0	31				
5	38--120	12	1111-0	31				
5	38--121	12	1111-0	31				
5	38--122	12	1111-0	31				
5	38--123	12	1111-0	31				
5	38--124	12	1111-0	31				
5	38--125	12	1111-0	31				
5	38--126	12	1111-0	31				
5	38--127	12	1111-0	31				
5	38--128	12	1111-0	31				
5	38--129	12	1111-0	31				
5	38--130	12	1111-0	31				
5	38--131	12	1111-0	31				
5	38--132	12	1111-0	31				
5	38--133	12	1111-0	31				
5	38--134	12	1111-0	31				
5	38--135	12	1111-0	31				
5	38--136	12	1111-0	31				
5	38--137	12	1111-0	31				
5	38--138	12	1111-0	31				
5	38--139	12	1111-0	31				
5	38--140	12	1111-0	31				
5	38--141	12	1111-0	31				
5	38--142	12	1111-0	31				
5	38--143	12	1111-0	31				
5	38--144	12	1111-0	31				
5	38--145	12	1111-0	31				
5	38--146	12	1111-0	31				
5	38--147	12	1111-0	31				
5	38--148	12	1111-0	31				
5	38--149	12	1111-0	31				
5	38--150	12	1111-0	31				
5	38--151	12	1111-0	31				
5	38--152	12	1111-0	31				
5	38--153	12	1111-0	31				
5	38--154	12	1111-0	31				
5	38--155	12	1111-0	31				
5	38--156	12	1111-0	31				
5	38--157	12	1111-0	31				
5	38--158	12	1111-0	31				
5	38--159	12	1111-0	31				
5	38--160	12	1111-0	31				
5	38--161	12	1111-0	31				
5	38--162	12	1111-0	31				
5	38--163	12	1111-0	31				
5	38--164	12	1111-0	31				
5	38--165	12	1111-0	31				
5	38--166	12	1111-0	31				
5	38--167	12	1111-0	31				
5	38--168	12	1111-0	31				
5	38--169	12	1111-0	31				
5	38--170	12	1111-0	31				
5	38--171	12	1111-0	31				
5	38--172	12	1111-0	31				
5	38--173	12	1111-0	31				
5	38--174	12	1111-0	31				
5	38--175	12	1111-0	31				
5	38--176	12	1111-0	31				
5	38--177	12	1111-0	31				
5	38--178	12	1111-0	31				
5	38--179	12	1111-0	31				
5	38--180	12	1111-0	31				
5	38--181	12	1111-0	31				

PG. - LINE NO.	DEALER NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	38--25	12	0569-0	31				
5	38--26	12	0867-1	33				
5	38--27	12	0769-0	31				
5	38--28	12	1837-1	1				
5	38--29	12	0927-1	1		2878	2602	276
5	38--30	12	1837-1	33		2662	2186	476
5	38--31	12	0927-1	1				
5	38--32	12	1511-1	1		2490	2050	440
5	39--01	12	1637-1	33		2475	2222	253
5	39--02	12	1635-0	31				
5	39--03	12	1837-1	1		2814	2594	220
5	39--04	12	0927-1	1		2300	2100	200
5	39--05	12	0927-1	33				
5	39--06	12	0769-1	1		2042	1954	88
5	39--07	12	1837-1	33				
5	39--08	12	1839-0	31				
5	39--09	12	1837-1	1		2975	2730	245
5	39--10	12	1839-0	31				
5	39--11	12	1837-0	31				
5	39--12	12	1837-1	33				
5	39--13	12	1869-1	1		2779	2443	336
5	39--14	12	0735-1	33				
5	39--15	12	1837-1	1		2769	2601	168
5	39--19	12	1569-1	1		2686	2588	98
5	39--20	12	0927-1	2		2352	2164	188
5	39--21	12	1645-1	33	1			
5	39--22	12	0927-1	35				
5	39--23	12	1569-1	1		2334	2281	53
5	39--24	12	1737-1	2	3	2377	2195	182
5	39--25	12	0727-1	2	1	2236	2011	225
5	39--26	12	1645-1	33				
5	39--27	12	0769-1	1		2219	2001	218
5	39--28	12	0927-1	2	3	2364	2151	213

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
5	39--29	12	0769-1	2	1	2039	1850	189
5	39--30	12	1837-1	35				
5	39--31	12	1839-1	35				
5	39--32	12	0927-1	2	3	2389	2167	222
5	40--01	12	1837-1	1		3066	2660	406
5	40--02	12	0735-1	33				
5	40--03	12	1839-1	1		2982	2630	352
5	40--04	12	1215-0	31				
5	40--05	12	1837-1	1		2724	2587	137
5	40--06	12	0927-1	1		2713	2207	506
5	40--07	12	1837-1	1		2870	2642	228
5	40--08	12	1635-1	1		2992	2760	232
5	40--09	12	1837-1	1		2766	2586	180
5	40--10	12	1111-1	1		2154	1977	177
5	40--11	12	1837-1	1		3304	3108	196
5	40--12	12	1867-1	1		3050	2855	195
5	40--13	12	0927-1	1		2606	2196	410
5	40--14	12	1835-1	1		3557	3435	122
5	40--15	12	1835-1	1		3006	2811	195
5	40--16	12	1837-1	33				
5	40--17	12	1611-1	1		2964	2657	307
5	40--18	12	1635-0	31				
5	40--19	12	0727-1	33				
5	40--20	12	1835-1	1		3124	3007	117
5	40--21	12	0727-1	1		2386	1975	411
5	40--22	12	0769-1	1		2250	2023	227
5	40--23	12	0867-1	1		4209	3797	412
5	40--24	12	1639-1	1		2905	2540	365
5	40--25	12	0527-1	1		2213	1817	396
5	41--01	12	0927-1	35				
5	41--02	12	1839-1	2	3	2766	2649	117

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	NO. OF SALES	MEDIAN MARKUP	ARITHMETIC MEAN MARKUP
1	668	232	246
2	93	221	220
SUBTOTAL	761		
31	53		
32	2		
33	169		
34	3		
35	33		
SUBTOTAL	260		
OTHER			
TOTAL	1,021		

[fol. 1750]

DEALER - PORTER

PAGE 1

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	1--01	1	1121-0	1		2100	1862	238
6	1--02	1	0769-0	1		2472	2070	402
6	1--03	1	0769-0	1		2514	2045	469
6	1--05	1	1635-0	1		2925	2629	296
6	1--06	1	0769-0	1		2406	2078	328
6	1--07	1	1619-0	2	6	2731	2442	289
6	1--08	1	1837-0	2	6	2699	2431	268
6	1--09	1	1839-0	35				
6	1--10	1	0769-0	33				
6	2--01	1	1835-0	33				
6	2--02	1	0769-0	2	6	2212	1926	286
6	2--04	1	1511-0	1		2488	2235	253
6	2--05	1	1111-0	1		2545	2215	330
6	2--06	1	1835-0	1		3218	2661	557
6	2--07	1	1619-9	31				
6	2--08	1	1867-0	2	6	3081	2789	292
6	2--09	1	1837-0	1		2869	2572	297
6	3--01	1	1519-0	1		2738	2369	369
6	3--02	1	1111-0	2	6	2295	2077	218
6	3--03	1	1867-0	1		3234	2941	293
6	3--04	1	1837-0	35				
6	3--05	1	0569-0	1		2408	1903	505
6	3--07	1	1619-0	1		2748	2474	274
6	3--09	1	0769-0	1		2411	2050	361
6	4--01	1	1837-0	1		2751	2482	269
6	4--02	1	1839-0	2	6	2862	2647	215
6	4--03	1	1837-0	1		2954	2615	339
6	4--04	1	1637-0	1		2735	2479	256
6	4--05	1	1645-0	1		3139	2880	259
6	4--06	1	1837-0	1		2961	2670	291
6	4--07	1	1839-0	1		3058	2696	362
6	4--08	1	1837-0	1		3024	2674	350
6	4--09	1	1839-0	1		3014	2653	347
6	4--10	1	1839-0	1		3014	2653	347

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NET

MODEL NO.

DEALER

DEALER NO.	PG. -	LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	4--10	1	1	0709-0	1		2297	1910	387
6	5--01	1	1	1837-0	1		3226	2899	327
6	5--02	1	1	0769-0	1		2359	2076	283
6	5--03	1	1	1537-0	33				
6	5--04	1	1	1839-0	1				
6	5--05	1	1	1635-0	1		2962	2644	318
6	5--06	1	1	1635-9	1		2921	2692	229
6	5--08	1	1	1837-0	31				
6	5--09	1	1	0569-0	1		3052	2731	321
6	5--10	1	1	1211-0	1		2280	1982	298
6	5--11	1	1	1819-0	1		2324	2060	264
6	6--01	1	1	1611-0	2	10	2870	2599	271
6	6--02	1	1	1119-0	2	10	2661	2345	316
6	6--04	1	1	1837-0	2		2246	2024	222
6	6--05	1	1	1839-0	35				
6	6--06	1	1	1637-0	2	6	2895	2628	267
6	6--07	1	1	1839-0	35				
6	6--08	1	1	1635-0	1		3043	2747	296
6	6--09	1	1	1839-0	1		3219	2876	343
6	7--02	1	1	1119-0	1		2996	2630	366
6	7--03	1	1	1837-0	1		2255	2013	242
6	7--04	1	1	1111-0	1		2945	2665	280
6	7--05	1	1	0769-0	1		2070	1875	195
6	7--06	1	1	1839-0	1		2445	2101	344
6	7--07	1	1	1619-0	1		3097	2806	291
6	8--01	1	1	1519-0	33				
6	8--02	1	1	1619-0	1		2506	2259	247
6	8--03	1	1	0867-0	35				
6	8--04	1	1	1839-0	1		3723	3405	318
6	8--05	1	1	1219-0	1		3017	2804	213
6	8--06	1	1	1837-0	1		2468	2273	195
6	8--07	1	1	1635-0	2		2893	2596	297
6	8--08	1	1	1737-0	33	6			
6					1		2626	2419	207

SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

[fol. 1752]

DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	8--09	1	1839-0	1		2968	2721	247
6	8--10	1	1619-0	1		2842	2516	326
6	9--01	1	1837-0	1		2878	2592	286
6	9--03	1	1119-0	1		2471	2217	254
6	9--04	1	1639-0	1		2730	2564	166
6	9--05	1	1611-0	1		2582	2314	268
6	9--06	1	1835-0	1		3390	3066	324
6	9--08	1	0769-0	1		2309	2053	256
6	9--09	1	1645-0	2	10	2961	2766	195
6	10--02	1	0769-0	1		2457	2054	403
6	10--03	1	1511-0	1		2546	2282	264
6	10--06	1	1635-0	2	6	3085	2808	277
6	10--07	1	0569-0	1		2263	1945	318
6	10--08	1	1511-0	2	6	2464	2234	230
6	10--09	1	1837-0	1		2564	2400	164
6	10--10	1	1837-0	1		2780	2548	232
6	11--01	1	1837-0	1		2820	2641	179
6	11--02	1	1611-0	1		2640	2344	296
6	11--03	1	0769-0	2	6	2290	2067	223
6	11--04	1	1645-0	2	6	3273	3010	263
6	11--05	1	1835-0	1		3468	3162	306
6	11--06	1	1111-0	1		2440	2132	308
6	11--07	1	1637-0	2	6	2913	2629	284
6	11--08	1	1837-0	1		2879	2566	313
6	11--09	1	1837-0	33				
6	11--10	1	1837-0	1		2926	2716	210
6	11--11	1	1235-0	1		2856	2631	225
6	12--01	1	1837-0	1		2915	2621	294
6	13--01	2	1619-9	31				
6	13--02	2	0769-0	33				
6	13--03	2	0769-0	33				
6	13--04	2	0769-0	33				
6	13--05	2	0769-0	33				
6	13--06	2	0769-0	33				
6	13--07	2	0769-0	33				
6	13--08	2	0769-0	33				
6	13--09	2	0769-0	33				
6	13--10	2	0769-0	33				
6	13--11	2	0769-0	33				
6	13--12	2	0769-0	33				
6	13--13	2	0769-0	33				
6	13--14	2	0769-0	33				
6	13--15	2	0769-0	33				
6	13--16	2	0769-0	33				
6	13--17	2	0769-0	33				
6	13--18	2	0769-0	33				
6	13--19	2	0769-0	33				
6	13--20	2	0769-0	33				
6	13--21	2	0769-0	33				
6	13--22	2	0769-0	33				
6	13--23	2	0769-0	33				
6	13--24	2	0769-0	33				
6	13--25	2	0769-0	33				
6	13--26	2	0769-0	33				
6	13--27	2	0769-0	33				
6	13--28	2	0769-0	33				
6	13--29	2	0769-0	33				
6	13--30	2	0769-0	33				
6	13--31	2	0769-0	33				
6	13--32	2	0769-0	33				
6	13--33	2	0769-0	33				
6	13--34	2	0769-0	33				
6	13--35	2	0769-0	33				
6	13--36	2	0769-0	33				
6	13--37	2	0769-0	33				
6	13--38	2	0769-0	33				
6	13--39	2	0769-0	33				
6	13--40	2	0769-0	33				
6	13--41	2	0769-0	33				
6	13--42	2	0769-0	33				
6	13--43	2	0769-0	33				
6	13--44	2	0769-0	33				
6	13--45	2	0769-0	33				
6	13--46	2	0769-0	33				
6	13--47	2	0769-0	33				
6	13--48	2	0769-0	33				
6	13--49	2	0769-0	33				
6	13--50	2	0769-0	33				
6	13--51	2	0769-0	33				
6	13--52	2	0769-0	33				
6	13--53	2	0769-0	33				
6	13--54	2	0769-0	33				
6	13--55	2	0769-0	33				
6	13--56	2	0769-0	33				
6	13--57	2	0769-0	33				
6	13--58	2	0769-0	33				
6	13--59	2	0769-0	33				
6	13--60	2	0769-0	33				
6	13--61	2	0769-0	33				
6	13--62	2	0769-0	33				
6	13--63	2	0769-0	33				
6	13--64	2	0769-0	33				
6	13--65	2	0769-0	33				
6	13--66	2	0769-0	33				
6	13--67	2	0769-0	33				
6	13--68	2	0769-0	33				
6	13--69	2	0769-0	33				
6	13--70	2	0769-0	33				
6	13--71	2	0769-0	33				
6	13--72	2	0769-0	33				
6	13--73	2	0769-0	33				
6	13--74	2	0769-0	33				
6	13--75	2	0769-0	33				
6	13--76	2	0769-0	33				
6	13--77	2	0769-0	33				
6	13--78	2	0769-0	33				
6	13--79	2	0769-0	33				
6	13--80	2	0769-0	33				
6	13--81	2	0769-0	33				
6	13--82	2	0769-0	33				
6	13--83	2	0769-0	33				
6	13--84	2	0769-0	33				
6	13--85	2	0769-0	33				
6	13--86	2	0769-0	33				
6	13--87	2	0769-0	33				
6	13--88	2	0769-0	33				
6	13--89	2	0769-0	33				
6	13--90	2	0769-0	33				
6	13--91	2	0769-0	33				
6	13--92	2	0769-0	33				
6	13--93	2	0769-0	33				
6	13--94	2	0769-0	33				
6	13--95	2	0769-0	33				
6	13--96	2	0769-0	33				
6	13--97	2	0769-0	33				
6	13--98	2	0769-0	33				
6	13--99	2	0769-0	33				
6	13--100	2	0769-0	33				
6	13--101	2	0769-0	33				
6	13--102	2	0769-0	33				
6	13--103	2	0769-0	33				
6	13--104	2	0769-0	33				
6	13--105	2	0769-0	33				
6	13--106	2	0769-0	33				
6	13--107	2	0769-0	33				
6	13--108	2	0769-0	33				
6	13--109	2	0769-0	33				
6	13--110	2	0769-0	33				
6	13--111	2	0769-0	33				
6	13--112	2	0769-0	33				
6	13--113	2	0769-0	33				
6	13--114	2	0769-0	33				
6	13--115	2	0769-0	33				
6	13--116	2	0769-0	33				
6	13--117	2	0769-0	33				
6	13--118	2	0769-0	33				
6	13--119	2	0769-0	33				
6	13--120	2	0769-0	33				
6	13--121	2	0769-0	33				
6	13--122	2	0769-0	33				
6	13--123	2	0769-0	33				
6	13--124	2	0769-0	33				
6	13--125	2	0769-0	33				
6	13--126	2	0769-0	33				
6	13--127	2	0769-0	33				
6	13--128	2	0769-0	33				
6	13--129	2	0769-0	33				
6	13--130	2	0769-0	33				
6	13--131	2	0769-0	33				
6	13--132	2	0769-0	33				
6	13--133	2	0769-0	33				
6	13--134	2	0769-0	33				
6	13--135	2	0769-0	33				
6	13--136	2	0769-0	33				
6	13--137	2	0769-0	33				
6	13--138	2	0769-0	33				
6	13--139	2	0769-0	33				
6	13--140	2	0769-0	33				
6	13--141	2	0769-0	33				
6	13--142	2	0769-0	33				
6	13--143	2	0769-0	33				
6	13--144	2	0769-0	33				
6	13--145	2	0769-0	33				
6	13--146	2	0769-0	33				
6	13--147	2	0769-0	33				
6	13--148	2	0769-0	33				
6	13--149	2	0769-0	33				
6	13--150	2	0769-0	33				
6	13--151	2	0769-0	33				
6	13--152	2	0769-0	33				
6	13--153	2	0769-0	33				
6	13--154	2	0769-0	33				
6	13--155	2	0769-0	33				
6	13--156	2	0769-0	33				
6	13--157	2	0769-0	33				
6	13--158	2	0769-0	33				
6	13--159	2	0769-0	33				
6	13--160	2	0769-0	33				
6	13--161	2						

13-00-00

13-00-00

07-07-00

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	13--08	2	0769-0	1		2338	2086	252
6	13--09	2	1619-0	1		2775	2437	338
6	13--10	2	1837-0	33				
6	14--01	2	0569-0	33				
6	14--02	2	0727-0	1				
6	14--03	2	1867-0	1		2469	2074	395
6	14--04	2	1519-0	35		3287	3033	254
6	14--05	2	1635-0	2	6			
6	14--06	2	1637-0	1		3024	2794	230
6	14--07	2	1519-0	1		3073	2616	457
6	14--08	2	1837-0	1		2502	2274	228
6	14--09	2	1635-0	33				
6	15--02	2	0727-0	33				
6	15--03	2	0769-0	1		2522	2056	466
6	15--04	2	1511-0	2	6	2336	2071	265
6	15--05	2	0867-0	2	10	2535	2296	239
6	15--06	2	1535-0	1		4223	3853	370
6	15--07	2	1837-0	1		2646	2411	235
6	16--01	2	1839-0	1		2949	2687	262
6	16--02	2	0769-0	1		2990	2710	280
6	16--03	2	1837-0	33				
6	16--04	2	1211-0	2	10	2914	2683	231
6	16--05	2	0867-0	1		2420	2139	281
6	16--06	2	1839-0	35				
6	16--07	2	0769-0	2	10	2996	2744	252
6	16--08	2	1837-0	1		2184	1926	258
6	16--09	2	1635-0	1		2814	2569	245
6	16--10	2	0769-0	1		3067	2800	267
6	17--01	2	1115-0	2	6	2342	2086	256
6	17--02	2	1511-0	1		2427	2165	262
6	17--04	2	0769-0	1		2358	2076	282
6	17--05	2	1635-0	1		2432	2101	331
6	17--06	2	1635-0	33				
6	17--06	2	1635-0	33				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	17--07	2	0769-0	1		2392	2076	316
6	17--08	2	1837-0	33				
6	17--09	2	1635-0	1		3034	2722	312
6	18--01	2	1837-0	1		2744	2608	136
6	18--02	2	0867-0	1		3817	3556	261
6	18--03	2	0769-0	33				
6	18--04	2	1837-9	31				
6	18--05	2	0769-0	2	6	2261	2076	185
6	18--06	2	1635-0	33				
6	18--07	2	0569-0	1		2030	1766	264
6	18--08	2	1839-0	1		2960	2643	317
6	18--10	2	1839-0	1		3518	3274	244
6	19--01	2	0769-0	1		2408	2115	293
6	19--02	2	0727-0	1		2516	2010	306
6	19--05	2	1837-0	2	6	2786	2519	267
6	19--06	2	1839-0	1		3006	2795	211
6	19--07	2	1839-0	1		2676	2562	314
6	19--08	2	0769-0	33				
6	19--09	2	1819-9	31				
6	20--01	2	1119-0	1		2423	2149	274
6	20--02	2	1867-0	2	10	3126	2908	218
6	20--04	2	1839-0	2	6	2800	2605	195
6	20--05	2	0569-0	1		2129	1840	289
6	20--06	2	1235-0	2	10	2590	2350	240
6	20--08	2	0569-0	2	6	1996	1831	165
6	20--10	2	0569-0	1		2184	1951	233
6	21--01	2	0769-0	1		2380	2101	279
6	21--02	2	1637-0	1		2853	2589	264
6	21--03	2	1519-0	2	10	2474	2300	174
6	21--04	2	1119-0	1		2464	2221	243
6	21--05	2	1119-0	1	10	3562	3120	242

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	21--08	2	1611-0	33				
6	21--09	2	1115-0	1				
6	21--10	2	1611-0	33		2684	2344	346
6	22--01	2	1839-0	35				
6	22--02	2	1837-0	33				
6	22--04	2	0769-0	33				
6	22--05	2	1839-0	2	10	2628	2388	240
6	22--06	2	1519-0	1		2475	2196	279
6	22--07	2	0867-0	1		3631	3535	296
6	22--08	2	0769-0	1		2342	2104	238
6	22--09	2	0527-0	33				
6	22--10	2	1867-0	1		3166	2923	243
6	23--01	2	0867-0	1		4041	3693	348
6	23--02	2	1611-0	33				
6	23--03	2	0769-0	1		2443	2067	376
6	23--04	2	1837-0	2	10	2875	2651	224
6	23--05	2	0769-0	1		2312	2092	220
6	23--06	2	1611-0	33				
6	23--07	2	1839-0	1		2975	2736	239
6	23--08	2	1111-0	1		2328	2079	249
6	23--09	2	1635-0	1		2954	2655	299
6	23--10	2	0769-0	33				
6	24--02	2	0727-0	1		2364	2057	307
6	24--03	2	1645-0	1		3022	2788	234
6	24--04	2	1837-0	1		2816	2547	269
6	24--05	2	0769-0	33				
6	24--07	2	0769-0	1		2307	2092	215
6	25--01	2	0727-0	1		2337	2060	277
6	25--02	2	0769-0	1		2265	2073	192
6	25--03	2	1837-0	2	10	2877	2687	190
6	25--04	2	1519-0	1		2341	2120	221
6	25--05	2	1839-0	2	10	2911	2696	215
6	25--06	2	1511-0	2	6	2303	2085	216

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	25--07	2	1835-0	1		3242	3011	231
6	25--08	2	0527-0	1		2124	1842	282
6	25--09	2	1837-0	1		2802	2542	260
6	25--10	2	1835-0	1		3621	3411	210
6	26--01	2	1837-0	1		3002	2751	251
6	26--02	2	0867-0	1		3618	3281	337
6	26--03	2	1867-9	31				
6	26--04	2	1839-9	31				
6	26--05	2	0769-0	1		2347	2073	274
6	27--01	3	0867-0	2	10	3908	3677	231
6	27--02	3	1837-0	1		2836	2556	280
6	27--03	3	1637-0	2	6	2662	2450	212
6	27--04	3	1111-0	1		2286	2107	179
6	27--05	3	0769-0	2	10	2137	1913	224
6	27--06	3	1819-0	1		3090	2790	300
6	27--08	3	0727-0	33				
6	27--09	3	0727-0	33				
6	27--10	3	1639-0	1		2664	2467	197
6	28--01	3	1837-0	1		2940	2565	375
6	28--02	3	1511-0	1		2384	2119	265
6	28--03	3	1839-0	1		3124	2729	395
6	28--04	3	0867-0	1		4310	3976	334
6	28--05	3	0867-0	1		4240	3791	449
6	28--06	3	1619-0	33				
6	28--07	3	1837-0	35		3038	2756	282
6	28--08	3	1867-0	1				
6	28--09	3	1837-0	33				
6	28--10	3	1837-0	1		2975	2776	199
6	29--01	3	1635-0	1		2925	2733	192
6	29--02	3	0569-0	1		2194	1935	259
6	29--03	3	1642-0	33				
6	29--04	3	1642-0	33		3219	3036	183

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NET

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	29--06	3	1839-0	33		2960	2700	260
6	29--07	3	1839-0	33		3260	2908	352
6	29--08	3	0727-0	33		2906	2723	183
6	29--09	3	1611-0	1		2889	2670	219
6	29--10	3	1835-0	1		2378	2049	329
6	30--03	3	1839-0	1				
6	30--04	3	1819-0	1				
6	30--05	3	0727-0	1				
6	30--06	3	1839-0	33				
6	30--07	3	1511-0	1		2641	2280	361
6	30--08	3	0727-0	1		2271	2044	227
6	30--09	3	1839-0	1	10	2975	2744	231
6	30--10	3	1511-0	2	6	2406	2210	196
6	31--01	3	1839-0	35				
6	31--02	3	0569-0	2	6	2023	1824	199
6	31--05	3	0769-0	1		2365	2085	280
6	31--06	3	0867-0	1		4680	3917	763
6	31--07	3	1837-0	35				
6	31--08	3	1837-0	1		3221	2792	429
6	31--09	3	1867-0	1		3142	2941	201
6	31--10	3	1837-0	1		3154	2914	240
6	32--01	3	1837-0	1		2703	2479	224
6	32--03	3	1235-0	2	6	2722	2506	216
6	32--04	3	1635-0	33				
6	32--05	3	1837-0	2	6	3045	2726	319
6	32--06	3	1737-0	1		2714	2340	374
6	32--08	3	1639-0	32				
6	33--01	3	1839-0	2	6	3008	2738	270
6	33--02	3	1519-0	2	10	2456	2253	203
6	33--03	3	1837-0	2	10	2870	2659	211
6	33--04	3	1867-0	1		2875	2650	225
6	33--05	3	1111-0	2	6	2274	2082	192
6	33--06	3	1837-0	35				

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DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	33--07	3	1837-0	35		2854	2540	314
6	33--09	3	1837-0	1		3175	2877	298
6	33--10	3	1837-0	1		2260	1953	307
6	34--01	3	0769-0	1		2882	2635	247
6	34--02	3	1837-0	1		2822	2604	218
6	34--03	3	1837-0	1		2277	2053	224
6	34--04	3	0769-0	1		2339	2032	307
6	34--05	3	0727-0	1				
6	34--06	3	1839-0	35				
6	34--07	3	1837-0	35		2927	2635	292
6	34--09	3	1637-0	1		2499	2195	304
6	35--01	3	1211-0	1				
6	35--04	3	1837-0	35				
6	35--05	3	0769-0	33				
6	35--06	3	0769-0	33				
6	35--07	3	0769-0	2	6	2285	2092	193
6	35--08	3	0769-0	2	6	2293	2071	222
6	35--09	3	0569-0	1		2119	1886	233
6	36--02	3	0867-0	1		3966	3707	259
6	36--03	3	0727-0	1		2279	2036	243
6	36--04	3	1819-0	1		3012	2736	276
6	36--05	3	1839-0	1		2890	2614	276
6	36--06	3	1837-0	33				
6	36--07	3	1837-9	31				
6	36--08	3	0867-0	1		4205	3893	312
6	36--10	3	1837-0	1		2872	2629	243
6	37--01	3	1837-0	1		3180	2821	359
6	37--02	3	1519-0	1				
6	37--04	3	1835-0	33		3233	2943	290
6	37--06	3	1839-0	31				
6	37--07	3	0867-0	1		3906	3650	256
6	37--08	3	0867-0	1		3210	2890	260
6	37--09	3	0867-0	1		3210	2890	260
6	37--10	3	0867-0	1		3210	2890	260

NET

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	37--10	3	1839-0	2	10	3315	3095	220
6	38--01	3	0769-0	35				222
6	38--02	3	1839-0	1		2765	2543	162
6	38--03	3	1511-0	1		2270	2108	
6	38--04	3	1739-0	35				
6	38--05	3	1837-0	1		2570	2383	187
6	38--06	3	1837-0	1		3011	2740	271
6	38--07	3	0727-0	35				
6	38--08	3	1837-0	35				
6	38--09	3	1545-0	2	6	2665	2467	198
6	39--01	3	1837-0	1		2683	2431	252
6	39--02	3	1837-0	1		3315	2833	482
6	39--04	3	0867-0	1		3750	3522	228
6	39--05	3	0727-0	1		2205	2009	196
6	39--06	3	1839-0	1		3278	3091	187
6	39--07	3	1519-0	1		2516	2331	185
6	39--08	3	1839-0	1		3286	2957	329
6	40--01	3	0727-0	1		2604	2183	421
6	40--02	3	0727-0	1		2307	2057	250
6	40--04	3	1837-0	1		2762	2552	210
6	40--06	3	1611-0	1		2426	2263	163
6	40--07	3	0769-0	1		2149	1942	207
6	40--08	3	0727-0	1		2201	1930	271
6	40--09	3	0727-0	1		2035	1808	227
6	40--10	3	1837-0	1		3121	2873	248
6	41--02	3	1837-0	1		2940	2737	203
6	42--01	4	1837-0	1		2736	2383	353
6	42--02	4	0867-0	1		4229	3894	335
6	42--03	4	1211-0	1		2870	2629	241
6	42--04	4	1839-0	1		2835	2599	236
6	42--05	4	1215-0	35				
6	42--06	4	1837-0	1		2907	2563	344
6	42--07	4	1511-0	33				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	42--08	4	1839-0	2	6	2760	2583	177
6	42--10	4	0727-0	1		2220	1900	320
6	43--01	4	1837-0	1		2975	2656	319
6	43--02	4	0727-0	1		2212	2016	196
6	43--03	4	1121-0	33				
6	43--04	4	1121-0	33				
6	43--05	4	0769-0	1				
6	43--06	4	0727-0	1		2325	2076	249
6	43--07	4	1837-0	1		2319	2057	262
6	43--08	4	1611-0	1		2896	2616	280
6	43--09	4	0727-0	1		2426	2263	163
6	44--01	4	1619-0	33		2250	2010	240
6	44--02	4	0727-0	33				
6	44--03	4	1837-0	2	6	3061	2854	207
6	44--04	4	1837-0	1		2744	2507	237
6	44--05	4	1839-0	1		3010	2685	325
6	44--06	4	0527-0	1		2156	1877	279
6	44--08	4	1121-0	33				
6	44--09	4	1121-0	33				
6	44--10	4	1837-0	2	6	2627	2437	190
6	44--11	4	1837-0	33				
6	45--01	4	1111-0	1		2045	1914	131
6	45--03	4	0569-0	1		2145	1845	300
6	45--04	4	1619-0	1		2575	2407	168
6	45--05	4	1837-0	35				
6	45--06	4	1119-0	2	6	2283	2140	143
6	45--07	4	1839-0	1		3010	2662	348
6	45--08	4	1837-0	1		2818	2632	186
6	45--09	4	1835-0	1		3579	3251	328
6	45--10	4	1839-0	1		2910	2687	223
6	46--01	4	1837-0	35				
6	46--02	4	0527-0	2	6	2780	2584	194
6	46--03	4	0527-0	2		2148	1905	203

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NET

DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	46--04	4	1611-0	1		2571	2379	192
6	46--05	4	1835-0	1		3153	2997	156
6	46--06	4	1839-0	2	6	2937	2719	218
6	46--07	4	0769-0	1		2306	1990	316
6	46--08	4	1837-0	1		2790	2651	139
6	46--09	4	1837-0	1		3218	2881	337
6	46--10	4	1611-0	1		2651	2453	198
6	47--01	4	1837-0	1		2918	2661	257
6	47--02	4	0867-0	1		4223	3894	329
6	47--03	4	0527-0	1		2039	1833	206
6	47--05	4	1837-0	1		2825	2583	242
6	47--06	4	0727-0	1		2541	2160	381
6	47--07	4	0727-0	35				
6	47--08	4	1635-0	1		3336	3019	317
6	47--09	4	1635-0	33				
6	48--01	4	1839-0	1		3037	2731	306
6	48--03	4	0527-0	33				
6	48--04	4	0769-0	1		2328	2109	219
6	48--05	4	1837-0	1		2894	2610	284
6	48--06	4	0727-0	1		2207	1953	254
6	48--07	4	1111-0	1		2490	2107	383
6	48--08	4	1837-0	1		2914	2737	177
6	48--10	4	0769-0	1		2285	2086	199
6	49--02	4	0769-0	2	6	2266	2101	165
6	49--03	4	0867-0	1		4332	4014	318
6	49--04	4	1635-0	1		3050	2933	117
6	49--05	4	1119-0	1		2191	1994	197
6	49--06	4	1867-0	1		3125	2823	302
6	49--07	4	1611-9	31				
6	50--01	4	0769-0	1		2318	2061	257
6	50--02	4	0727-0	33				
6	50--04	4	1121-0	33				
6	50--05	4	0527-0	1		2117	1904	213

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	50--07	4	1837-0	1		2802	2597	205
6	50--08	4	0727-0	1		2272	2057	215
6	50--09	4	0727-0	1		2514	2144	370
6	51--01	4	0769-0	33				
6	51--02	4	0769-0	2	6	2258	2079	179
6	51--03	4	0727-0	1		2224	2050	174
6	51--04	4	1837-0	35				
6	51--05	4	0727-0	1		2290	2057	233
6	51--06	4	1837-0	2	6	2852	2671	181
6	51--07	4	0867-0	1		3932	3688	244
6	51--08	4	0867-0	1		3702	3458	244
6	51--09	4	0867-0	1		3271	3027	244
6	51--10	4	1837-0	1		3488	3031	457
6	52--03	4	1837-0	1		2989	2748	241
6	53--01	5	0769-0	1		2404	2081	323
6	53--02	5	1837-0	1		2710	2493	217
6	53--03	5	1645-0	33				
6	53--04	5	0867-0	1		3981	3676	305
6	53--07	5	1519-0	1		2562	2344	218
6	53--08	5	1619-9	31				
6	54--01	5	1519-0	33				
6	54--02	5	1837-0	32				
6	54--04	5	1867-0	1		3129	2878	251
6	54--05	5	0769-0	1		2231	1989	242
6	54--06	5	0867-0	1		3688	3501	187
6	54--07	5	0727-0	1		2524	2152	372
6	54--08	5	1837-0	1		3174	2774	400
6	54--09	5	1839-0	1		2955	2737	218
6	54--10	5	1837-0	1		2812	2579	233
6	54--11	5	1111-0	1		2262	2081	181
6	54--12	5	1837-0	35				
6	54--13	5	1111-0	1		2404	2070	334
6	54--14	5	1111-0	1		2512	2012	207

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	55--03	5	1819-0	33				
6	55--04	5	1837-0	1			2648	255
6	55--05	5	1519-0	1		2903	2263	211
6	55--06	5	1219-0	1		2474	2157	176
6	55--07	5	1119-0	1		2333	2026	120
6	55--08	5	1839-0	35		2146		
6	55--09	5	1511-0	2	10	2308	2173	135
6	55--10	5	0727-0	33				
6	56--02	5	1635-0	1			2830	299
6	56--03	5	1219-0	33		3129		
6	56--08	5	0727-0	32				
6	56--09	5	1837-0	1				
6	57--02	5	1839-0	1		3011	2647	364
6	57--03	5	1837-0	1		2844	2604	240
6	57--04	5	1837-0	1		2808	2589	219
6	57--05	5	0727-0	1		2825	2615	210
6	57--06	5	1235-0	1		2099	1905	194
6	57--07	5	1635-0	2	6	2519	2358	161
6	57--08	5	1535-0	33				
6	57--09	5	1819-0	1		2493	2332	161
6	57--10	5	0527-0	1		2898	2674	224
6	58--01	5	1111-0	1		2081	1890	191
6	58--02	5	0727-0	1		2041	1882	159
6	58--03	5	1837-0	1		2188	2043	145
6	58--04	5	0727-0	1		3092	2899	193
6	58--05	5	0727-0	1		2099	1917	182
6	58--06	5	1135-0	1		2282	2029	253
6	58--07	5	0867-0	1		2742	2472	270
6	58--09	5	1839-0	1		3757	3337	420
6	58--10	5	0867-0	1		3344	3082	262
6	59--01	5	0569-0	1		4121	3924	197
6	59--02	5	0527-0	2	6	2142	1982	160
6	59--03	5	1837-0	1		2239	1969	270
6		5		1		3047	2854	193

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DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	59--04	5	0769-0	1		2117	1954	163
6	59--05	5	0727-0	1		2193	2033	160
6	59--06	5	1837-0	1		3134	2975	159
6	59--07	5	0727-0	1		2067	1902	165
6	59--08	5	1837-0	33				
6	59--09	5	1834-0	1		2601	2462	139
6	60--01	5	0727-0	1		2106	1951	155
6	60--02	5	0727-0	1		2168	2024	144
6	60--03	5	0527-0	33				
6	60--04	5	0867-0	1		4212	3902	310
6	60--05	5	1111-0	1		2280	2066	214
6	60--06	5	0769-0	1		2280	2102	178
6	60--07	5	1835-0	33				
6	60--08	5	1645-0	33				
6	60--09	5	1135-0	1				
6	60--11	5	1837-0	1		2403	2232	171
6	61--01	5	0727-0	1		2790	2578	212
6	61--02	5	1519-0	1		2089	1891	198
6	61--03	5	0727-0	1		2235	2021	214
6	61--04	5	1837-0	1		2493	2163	330
6	62--01	6	1619-0	1		3055	2793	262
6	62--02	6	1635-0	1		2482	2306	176
6	62--03	6	1839-0	2		2943	2722	221
6	62--04	6	0867-0	1	10	2886	2717	169
6	62--05	6	1635-0	1		3729	3480	249
6	62--06	6	1839-0	33				
6	62--07	6	1839-0	33				
6	62--08	6	0727-0	1	6	2919	2626	293
6	62--09	6	0769-0	33		2202	2042	160
6	62--10	6	1237-0	1				
6	62--11	6	1837-0	1				
6	62--12	6	1837-0	1				
6	62--13	6	1837-0	1				
6	62--14	6	1837-0	1				
6	62--15	6	1837-0	1				
6	62--16	6	1837-0	1				
6	62--17	6	1837-0	1				
6	62--18	6	1837-0	1				
6	62--19	6	1837-0	1				
6	62--20	6	1837-0	1				
6	62--21	6	1837-0	1				
6	62--22	6	1837-0	1				
6	62--23	6	1837-0	1				
6	62--24	6	1837-0	1				
6	62--25	6	1837-0	1				
6	62--26	6	1837-0	1				
6	62--27	6	1837-0	1				
6	62--28	6	1837-0	1				
6	62--29	6	1837-0	1				
6	62--30	6	1837-0	1				
6	62--31	6	1837-0	1				
6	62--32	6	1837-0	1				
6	62--33	6	1837-0	1				
6	62--34	6	1837-0	1				
6	62--35	6	1837-0	1				
6	62--36	6	1837-0	1				
6	62--37	6	1837-0	1				
6	62--38	6	1837-0	1				
6	62--39	6	1837-0	1				
6	62--40	6	1837-0	1				
6	62--41	6	1837-0	1				
6	62--42	6	1837-0	1				
6	62--43	6	1837-0	1				
6	62--44	6	1837-0	1				
6	62--45	6	1837-0	1				
6	62--46	6	1837-0	1				
6	62--47	6	1837-0	1				
6	62--48	6	1837-0	1				
6	62--49	6	1837-0	1				
6	62--50	6	1837-0	1				
6	62--51	6	1837-0	1				
6	62--52	6	1837-0	1				
6	62--53	6	1837-0	1				
6	62--54	6	1837-0	1				
6	62--55	6	1837-0	1				
6	62--56	6	1837-0	1				
6	62--57	6	1837-0	1				
6	62--58	6	1837-0	1				
6	62--59	6	1837-0	1				
6	62--60	6	1837-0	1				
6	62--61	6	1837-0	1				
6	62--62	6	1837-0	1				
6	62--63	6	1837-0	1				
6	62--64	6	1837-0	1				
6	62--65	6	1837-0	1				
6	62--66	6	1837-0	1				
6	62--67	6	1837-0	1				
6	62--68	6	1837-0	1				
6	62--69	6	1837-0	1				
6	62--70	6	1837-0	1				
6	62--71	6	1837-0	1				
6	62--72	6	1837-0	1				
6	62--73	6	1837-0	1				
6	62--74	6	1837-0	1				
6	62--75	6	1837-0	1				
6	62--76	6	1837-0	1				
6	62--77	6	1837-0	1				
6	62--78	6	1837-0	1				
6	62--79	6	1837-0	1				
6	62--80	6	1837-0	1				
6	62--81	6	1837-0	1				
6	62--82	6	1837-0	1				
6	62--83	6	1837-0	1				
6	62--84	6	1837-0	1				
6	62--85	6	1837-0	1				
6	62--86	6	1837-0	1				
6	62--87	6	1837-0	1				
6	62--88	6	1837-0	1				
6	62--89	6	1837-0	1				
6	62--90	6	1837-0	1				
6	62--91	6	1837-0	1				
6	62--92	6	1837-0	1				
6	62--93	6	1837-0	1				
6	62--94	6	1837-0	1				
6	62--95	6	1837-0	1				
6	62--96	6	1837-0	1				
6	62--97	6	1837-0	1				
6	62--98	6	1837-0	1				
6	62--99	6	1837-0	1				
6	62--100	6	1837-0	1				

NET

MODEL NO.

DEALER

DEALER NO.	P.G. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	63--04	6	1837-0	1		2802	2598	204
6	63--05	6	1645-0	1		3163	2965	198
6	63--06	6	0727-0	1		2074	1891	183
6	63--08	6	1635-0	1		2955	2714	241
6	63--09	6	1635-0	1		2703	2518	185
6	63--10	6	0927-0	1		2550	2171	379
6	63--11	6	1837-0	35				
6	64--01	6	1219-0	2	6	2262	2094	168
6	64--02	6	1837-0	2	6	2685	2510	175
6	64--03	6	1211-0	1		2295	2156	139
6	64--04	6	0867-0	1		3693	3526	167
6	64--05	6	1835-0	1		3477	3127	350
6	64--06	6	1839-0	1		3028	2758	270
6	64--07	6	1511-0	33				
6	64--08	6	1635-0	1		2944	2787	157
6	64--09	6	1235-0	2	6	2622	2456	166
6	65--01	6	1115-0	1		2417	2219	198
6	65--02	6	1839-0	33				
6	65--03	6	1837-0	1		2860	2669	191
6	65--04	6	1839-0	1		3142	2889	253
6	65--05	6	1837-0	2	6	2982	2739	243
6	65--07	6	1611-0	33				
6	65--08	6	1611-0	33				
6	65--09	6	1235-0	1		2901	2631	270
6	65--10	6	0769-0	1		2258	2053	205
6	65--11	6	1837-0	1		2807	2614	193
6	66--02	6	1837-0	1		2717	2550	167
6	66--03	6	1839-0	1		2793	2624	169
6	66--04	6	1111-0	1	6	2119	1980	139
6	66--05	6	1837-0	2				
6	66--06	6	1837-0	35				
6	66--07	6	1837-0	1		2698	2560	138
6	66--10	6	1619-0	1		2575	2427	148

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DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	67--01	6	1837-0	1		2788	2479	309
6	67--02	6	1837-0	1		2796	2595	201
6	67--03	6	1837-0	1		2905	2693	212
6	67--04	6	0527-0	33				
6	67--05	6	1545-0	2	6	2775	2610	165
6	67--06	6	0927-0	1		2514	2157	357
6	67--07	6	1837-0	1		3378	3042	336
6	67--08	6	1837-0	1		2975	2747	228
6	67--09	6	1635-0	1		2818	2650	168
6	67--10	6	1839-0	1		3564	3384	180
6	67--11	6	1839-0	33				
6	68--01	6	1211-0	1		2233	2094	139
6	68--02	6	1837-0	1		2705	2524	181
6	68--03	6	0769-0	1		2264	2070	194
6	68--04	6	0727-0	1		2181	2012	169
6	68--05	6	0769-0	1		2366	2092	274
6	68--06	6	0727-0	1		2366	2024	342
6	68--07	6	1219-0	33				
6	68--08	6	1619-0	1		2554	2366	188
6	68--09	6	1739-0	35				
6	68--10	6	1611-0	1		2541	2359	182
6	68--11	6	1635-0	1		3037	2878	159
6	69--01	6	1545-0	1		2732	2493	239
6	69--02	6	0769-0	1		2302	2119	183
6	69--03	6	1535-0	1		2607	2440	167
6	69--04	6	1837-0	35				
6	69--05	6	1819-0	1		2764	2603	161
6	69--06	6	0527-0	1		1992	1854	138
6	69--07	6	1837-0	1		2666	2528	138
6	69--08	6	1837-0	1		2791	2628	163
6	69--09	6	1837-0	1		2822	2627	107
6	69--10	6	1837-0	1		2785	2627	163
6	69--11	6	1837-0	1		2785	2627	163

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NET

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	70--04	6	0727-0	1		1956	1841	115
6	70--05	6	1119-0	33				
6	70--06	6	1619-0	1		2546	2369	177
6	70--07	6	1837-0	1		3422	3147	275
6	70--08	6	1867-0	32				
6	70--09	6	0727-0	1				
6	70--10	6	0769-0	1		2096	1951	145
6	71--01	6	1837-0	1		2182	2048	134
6	71--02	6	1737-0	1		2946	2739	207
6	71--03	6	1835-0	1		2579	2374	205
6	71--05	6	1837-0	1		3151	3007	144
6	71--06	6	1111-0	1		2776	2564	212
6	71--07	6	0927-0	1		2267	2126	141
6	71--09	6	1819-0	1		2334	1999	335
6	71--10	6	0867-0	1		2774	2568	206
6	71--11	6	0927-0	2	10	3815	3583	232
6	72--01	6	0867-0	1		2392	2087	305
6	73--01	7	1837-0	1		4083	3906	177
6	73--02	7	1839-0	1		2854	2679	175
6	73--03	7	1111-0	1		2974	2769	205
6	73--04	7	0727-0	1		2319	2065	254
6	73--05	7	1535-0	1		2119	1971	148
6	73--06	7	1511-0	1		2615	2471	144
6	73--07	7	1211-0	2	6	2370	2221	149
6	73--08	7	0727-0	1		2196	2064	132
6	73--09	7	0727-0	1		2107	1983	124
6	73--10	7	1839-0	1		2331	2161	170
6	73--11	7	0769-0	1		2877	2691	186
6	74--01	7	0769-0	33		2149	2002	147
6	74--02	7	0769-0	33				
6	74--04	7	1839-0	1				
6	74--05	7	1645-0	2	10	3076	2842	234
6	74--06	7	1837-0	35		2950	2784	166

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	74--07	7	1867-0	1		3524	3083	441
6	74--08	7	1859-0	1		2837	2632	205
6	74--10	7	0927-0	1		2506	2191	315
6	75--03	7	0769-0	1		2484	2087	397
6	75--04	7	1119-0	1		2279	2136	143
6	75--05	7	0569-0	2		2200	2029	171
6	75--07	7	0727-0	1	6	2168	1940	228
6	75--08	7	1211-0	33				
6	75--09	7	1835-0	1		3212	3068	144
6	75--10	7	0867-0	1		4228	3906	322
6	76--01	7	0727-0	2	6	2102	1956	146
6	76--02	7	1111-0	1		2304	2150	154
6	76--03	7	1837-0	1		2750	2592	158
6	76--04	7	0727-0	1		2130	1930	200
6	76--05	7	1837-0	2	6	2932	2704	228
6	76--06	7	0569-0	1		2156	1927	229
6	76--07	7	0769-0	1		2245	2075	170
6	76--08	7	1115-0	1		2313	2182	131
6	76--09	7	0727-0	1		2204	2024	180
6	77--01	7	0727-0	1		2132	2042	90
6	77--04	7	0727-0	1		2109	1910	199
6	77--05	7	0727-0	1		2032	1909	123
6	77--07	7	1837-0	1		2548	2365	183
6	77--08	7	1519-0	1		2270	2091	179
6	77--09	7	1211-0	1		2404	2206	198
6	77--10	7	1867-0	1		3233	2941	292
6	77--11	7	1135-0	1		2460	2260	200
6	77--12	7	1611-0	2	6	2454	2300	154
6	78--01	7	0727-0	1		2100	1956	144
6	78--02	7	1637-0	1		2624	2435	189
6	78--03	7	0927-0	1		2365	2087	278
6	78--04	7	0927-0	1				
6	78--05	7	0927-0	1				
6	78--06	7	0927-0	1				
6	78--07	7	0927-0	1				
6	78--08	7	0927-0	1				
6	78--09	7	0927-0	1				
6	78--10	7	0927-0	1				
6	78--11	7	0927-0	1				
6	78--12	7	0927-0	1				
6	78--13	7	0927-0	1				
6	78--14	7	0927-0	1				
6	78--15	7	0927-0	1				
6	78--16	7	0927-0	1				
6	78--17	7	0927-0	1				
6	78--18	7	0927-0	1				
6	78--19	7	0927-0	1				
6	78--20	7	0927-0	1				
6	78--21	7	0927-0	1				
6	78--22	7	0927-0	1				
6	78--23	7	0927-0	1				
6	78--24	7	0927-0	1				
6	78--25	7	0927-0	1				
6	78--26	7	0927-0	1				
6	78--27	7	0927-0	1				
6	78--28	7	0927-0	1				
6	78--29	7	0927-0	1				
6	78--30	7	0927-0	1				
6	78--31	7	0927-0	1				
6	78--32	7	0927-0	1				
6	78--33	7	0927-0	1				
6	78--34	7	0927-0	1				
6	78--35	7	0927-0	1				
6	78--36	7	0927-0	1				
6	78--37	7	0927-0	1				
6	78--38	7	0927-0	1				
6	78--39	7	0927-0	1				
6	78--40	7	0927-0	1				
6	78--41	7	0927-0	1				
6	78--42	7	0927-0	1				
6	78--43	7	0927-0	1				
6	78--44	7	0927-0	1				
6	78--45	7	0927-0	1				
6	78--46	7	0927-0	1				
6	78--47	7	0927-0	1				
6	78--48	7	0927-0	1				
6	78--49	7	0927-0	1				
6	78--50	7	0927-0	1				
6	78--51	7	0927-0	1				
6	78--52	7	0927-0	1				
6	78--53	7	0927-0	1				
6	78--54	7	0927-0	1				
6	78--55	7	0927-0	1				
6	78--56	7	0927-0	1				
6	78--57	7	0927-0	1				
6	78--58	7	0927-0	1				
6	78--59	7	0927-0	1				
6	78--60	7	0927-0	1				
6	78--61	7	0927-0	1				
6	78--62	7	0927-0	1				
6	78--63	7	0927-0	1				
6	78--64	7	0927-0	1				
6	78--65	7	0927-0	1				
6	78--66	7	0927-0	1				
6	78--67	7	0927-0	1				
6	78--68	7	0927-0	1				
6	78--69	7	0927-0	1				
6	78--70	7	0927-0	1				
6	78--71	7	0927-0	1				
6	78--72	7	0927-0	1				
6	78--73	7	0927-0	1				
6	78--74	7	0927-0	1				
6	78--75	7	0927-0	1				
6	78--76	7	0927-0	1				
6	78--77	7	0927-0	1				
6	78--78	7	0927-0	1				
6	78--79	7	0927-0	1				
6	78--80	7	0927-0	1				
6	78--81	7	0927-0	1				
6	78--82	7	0927-0	1				
6	78--83	7	0927-0	1				
6	78--84	7	0927-0	1				
6	78--85	7	0927-0	1				
6	78--86	7	0927-0	1				
6	78--87	7	0927-0	1				
6	78--88	7	0927-0	1				
6	78--89	7	0927-0	1				
6	78--90	7	0927-0	1				
6	78--91	7	0927-0	1				
6	78--92	7	0927-0	1				
6	78--93	7	0927-0	1				
6	78--94	7	0927-0	1				
6	78--95	7	0927-0	1				
6	78--96	7	0927-0	1				
6	78--97	7	0927-0	1				
6	78--98	7	0927-0	1				
6	78--99	7	0927-0	1				
6	78--100	7	0927-0	1				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	78--06	7	0927-0	1		2490	2185	305
6	78--07	7	1111-0	1		2156	1955	201
6	78--08	7	0927-0	1		2402	2087	315
6	78--09	7	1837-0	1		2783	2639	144
6	79--03	7	1111-0	1		2289	2126	163
6	79--04	7	1235-0	1		2513	2272	241
6	79--05	7	1837-0	1		2776	2622	154
6	79--06	7	1635-0	1		2943	2783	160
6	79--07	7	1837-0	1		2673	2506	167
6	79--10	7	0569-0	1		2036	1885	151
6	80--01	7	0927-0	1		2534	2208	326
6	80--02	7	0727-0	1		2131	1899	232
6	80--03	7	1837-0	1		3551	3221	330
6	80--04	7	1837-0	1		2618	2333	285
6	80--07	7	0927-0	1		2516	2171	345
6	80--08	7	1635-0	1		2839	2679	160
6	80--09	7	1837-0	1		2920	2701	219
6	80--10	7	1839-0	33				
6	80--11	7	0727-0	1		2135	1966	169
6	81--01	7	1619-0	1		2618	2417	201
6	81--03	7	1645-0	33				
6	81--04	7	1837-0	33				
6	81--05	7	1837-0	1		2576	2413	163
6	81--07	7	0927-0	1		2370	2012	358
6	81--08	7	0927-0	1		2452	2192	260
6	81--09	7	1837-0	1		2791	2591	200
6	81--10	7	0727-0	1		2094	1951	143
6	82--01	7	0867-0	1		3788	3523	265
6	82--02	7	1221-0	1		2738	2472	266
6	82--03	7	0769-0	1		2113	1959	154
6	82--04	7	1635-0	1		2938	2784	154
6	82--05	7	1839-0	1		2865	2657	208
6	82--06	7	1839-0	1		3026	2795	231

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	82--07	7	0569-0	1		2019	1824	195
6	82--08	7	1219-0	33				
6	82--09	7	1235-0	35				
6	82--10	7	0727-0	1		2240	1988	252
6	83--01	7	1831-0	1		3132	2773	359
6	83--02	7	1837-0	1		3484	3228	256
6	83--03	7	0727-0	1		2233	2022	211
6	83--04	7	0727-0	1		2536	2326	210
6	83--05	7	1619-0	1		2287	2101	186
6	83--06	7	0769-0	1		2680	2510	170
6	83--07	7	1837-0	1		2389	2072	317
6	84--03	7	0769-0	32				
6	84--04	7	1637-0	1		3255	3018	237
6	85--01	8	1135-0	1		2441	2284	157
6	85--02	8	0927-0	1		2590	2185	405
6	85--03	8	0927-0	1		2226	2019	207
6	85--04	8	0927-0	1		2500	2190	310
6	85--05	8	1637-0	1		2856	2659	197
6	85--06	8	1635-0	1		2974	2737	237
6	85--07	8	0527-0	1		2100	1713	387
6	85--08	8	0769-0	1		2196	1995	201
6	85--09	8	0867-0	1		3744	3369	375
6	85--10	8	1837-0	1		2952	2775	177
6	86--01	8	0727-0	1		2218	2097	121
6	86--02	8	1837-0	2	6	2672	2512	160
6	86--03	8	1837-0	1		2596	2421	175
6	86--04	8	1635-0	1		2758	2611	147
6	86--06	8	0867-0	1		4087	3941	146
6	86--07	8	0569-0	1		2134	1887	247
6	86--08	8	0769-0	1		2330	2076	254
6	86--09	8	1839-0	1		2858	2741	117
6	86--10	8	1839-0	1		2928	2811	110
6	86--11	8	1839-0	1		2928	2811	110

02-12 8 1232-0 2750 2610 120

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	86--12	8	1837-0	1		2850	2570	280
6	87--01	8	1837-0	1		3339	2975	364
6	87--02	8	1837-0	1		2882	2746	136
6	87--03	8	0769-0	1		2131	2075	56
6	87--04	8	1839-0	1		2832	2651	181
6	87--05	8	0727-0	1		2172	2004	168
6	87--06	8	1519-0	1		2454	2272	182
6	87--07	8	1837-0	1		3178	2964	214
6	87--08	8	0769-0	1		2232	2055	177
6	87--09	8	1111-0	1		2150	1984	166
6	87--10	8	1211-0	2	6			
6	88--01	8	0727-0	33				
6	88--02	8	0569-0	1		2173	2049	124
6	88--03	8	1119-0	1		2121	2014	107
6	88--04	8	0569-0	1		2283	2117	166
6	88--05	8	0727-0	1		1997	1845	152
6	88--06	8	0769-0	1		2210	1965	245
6	88--07	8	0927-0	1		2308	2078	230
6	88--08	8	1635-0	1		2489	2089	400
6	88--09	8	0727-0	1		2917	2740	177
6	88--10	8	0727-0	33				
6	89--02	8	0727-0	1		2174	1926	248
6	89--03	8	1839-0	1		2071	1908	163
6	89--04	8	1511-0	1		2900	2665	235
6	89--05	8	1837-0	1		2209	2077	132
6	89--06	8	0769-0	1		3118	2765	353
6	89--07	8	0727-0	1		2311	2091	220
6	89--08	8	0727-0	2	5	2195	2019	176
6	90--01	8	0727-0	1		2125	1937	188
6	90--02	8	0769-0	1		2232	2027	205
6	90--03	8	0927-0	1		2177	2011	166
6	90--04	8	1839-0	1		2471	2171	300
6	90--05	8	1837-0	1		3152	3003	149
6		8		1		3010	2748	262

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	90--06	8	1837-0	1		2836	2626	210
6	90--07	8	1867-0	1		2883	2724	159
6	90--08	8	0527-0	1		2007	1846	161
6	90--09	8	1737-0	2	6	2451	2257	194
6	91--01	8	1837-0	1		2905	2743	162
6	91--02	8	1519-0	1		2546	2300	246
6	91--03	8	1235-0	1		2775	2567	208
6	91--04	8	1235-0	1		2535	2347	188
6	91--05	8	1837-0	1		3125	2848	277
6	91--09	8	1837-0	1		3050	2722	328
6	91--10	8	0727-0	1		2139	1937	202
6	91--11	8	1837-0	1		2913	2663	250
6	91--12	8	1835-0	1		3196	3005	191
6	92--01	8	1837-0	1		2918	2656	262
6	92--02	8	0727-0	1		2200	1934	266
6	92--03	8	1511-0	1		2284	2093	191
6	92--04	8	0727-0	1		2219	1938	281
6	92--05	8	1635-0	1		3116	2944	172
6	92--06	8	1839-0	1		2743	2622	121
6	92--08	8	0727-0	1		2187	2051	136
6	92--09	8	1837-0	2	6	2858	2605	253
6	92--10	8	1839-0	1		2792	2659	133
6	93--01	8	0867-0	1		3474	3381	93
6	93--02	8	1635-0	1		2964	2794	170
6	93--03	8	1867-0	1		2914	2824	90
6	93--04	8	0769-0	1		2097	1935	162
6	93--05	8	1535-0	1		2610	2452	158
6	93--06	8	1635-0	1		2942	2710	232
6	93--07	8	1835-0	1		3384	3260	124
6	93--09	8	1837-0	1		3242	3054	188
6	93--10	8	1839-0	1		2854	2651	203
6	93--11	8	1837-0	1		2844	2504	40
6	93--12	8	1837-0	1		2844	2504	40

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	95--02	9	0727-0	1		2303	2034	269
6	95--03	9	1135-0	1		2380	2275	105
6	95--04	9	0769-0	2	10	2206	2084	122
6	95--05	9	0727-0	1		2128	2023	105
6	95--06	9	0769-0	1		2181	2076	105
6	95--07	9	1839-0	1		2870	2751	119
6	95--08	9	0569-0	1		2187	1985	202
6	95--09	9	1111-0	1		2044	1915	129
6	96--01	9	1837-0	1		2816	2635	181
6	96--02	9	1111-0	1		2224	2091	133
6	96--03	9	1839-0	1		2879	2741	138
6	96--04	9	1739-0	1		2670	2447	223
6	96--05	9	1837-0	1		2582	2446	136
6	96--06	9	0727-0	2	6	1955	1832	123
6	96--07	9	1211-0	1		2439	2287	152
6	96--08	9	1519-0	2	10	2345	2242	103
6	96--09	9	0769-0	1		2241	2081	160
6	96--10	9	1619-0	1		2500	2382	118
6	96--11	9	1837-0	1		2743	2576	167
6	97--01	9	0727-0	1		2197	2049	148
6	97--02	9	0769-0	1		2167	2051	116
6	97--03	9	1215-0	1		2495	2411	84
6	97--04	9	0769-0	33				
6	97--05	9	1837-0	1		2778	2654	124
6	97--06	9	1111-0	1		2146	1985	161
6	97--07	9	1837-0	1		2669	2519	150
6	97--08	9	1867-0	1		3151	2966	185
6	97--09	9	1119-0	1		2070	1967	103
6	97--10	9	1819-0	2	10	2792	2675	117
6	98--01	9	1519-0	2	10	2384	2273	111
6	98--02	9	0769-0	2	6	2441	2040	401
6	98--03	9	1837-0	2		2200	2086	114
6	98--04	9	1837-0	1		3033	3011	22

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	98--08	9	1835-0	1		3645	3388	257
6	98--09	9	0769-0	1		2213	2011	202
6	98--10	9	1135-0	1		2581	2415	166
6	98--11	9	1837-0	2	10	2722	2593	129
6	99--01	9	1839-0	1		2822	2716	106
6	99--02	9	1837-0	1		2824	2655	169
6	99--03	9	1235-0	1		2766	2645	121
6	99--04	9	0769-0	1		2034	1888	146
6	99--07	9	1119-0	1		2172	2057	115
6	99--08	9	1837-0	1		2712	2575	137
6	99--09	9	1619-0	1		2518	2484	34
6	99--10	9	0769-0	1		2343	2078	265
6	100--01	9	1837-0	1		2889	2773	116
6	100--02	9	0867-0	1		4000	3918	82
6	100--03	9	0569-0	2	10	2086	1968	118
6	100--04	9	1839-0	1		2917	2760	157
6	100--05	9	1611-0	1		2369	2243	126
6	100--06	9	1635-0	1		2850	2743	107
6	100--07	9	1639-0	1		2823	2610	213
6	100--08	9	0727-0	1		2181	2032	149
6	100--09	9	1537-0	1		2405	2247	158
6	100--10	9	1839-0	1		2787	2632	155
6	101--01	9	1115-0	2	10	2317	2211	106
6	101--02	9	0769-0	1		2064	1913	151
6	101--03	9	1839-0	1		2734	2616	118
6	101--04	9	1839-0	1		2741	2566	175
6	101--06	9	0727-0	1		2193	1974	219
6	101--07	9	1219-0	1		2249	2147	102
6	101--08	9	0769-0	1		2260	2102	158
6	101--09	9	1119-0	1		2094	1997	97
6	102--01	9	1839-0	2		2763	2621	142
6	102--02	9	1935-0	1	6	2928	2822	76
6	102--03	9	1935-0	1		2155	2155	75

103-05 2 1035-0 1 2852 2152 76 05

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	102--07	9	1519-0	1		2200	2089	111
6	102--08	9	0727-0	1		2355	2131	224
6	102--09	9	0727-0	1		2085	1884	201
6	102--10	9	0727-0	1		2100	1936	164
6	103--01	9	0769-0	1		2208	2052	156
6	103--02	9	1839-0	1		3000	2824	176
6	103--03	9	1737-0	1		2622	2473	149
6	103--04	9	0769-0	1		2210	2062	148
6	103--05	9	1837-0	1		3320	3165	155
6	103--06	9	1837-0	1		2753	2587	166
6	103--07	9	1111-0	2	10	2150	2031	119
6	103--08	9	0569-0	32				
6	103--09	9	1839-0	2	6	2920	2746	174
6	104--03	9	1235-0	1		2657	2505	152
6	104--04	9	0769-0	1		2205	2052	153
6	104--05	9	0727-0	1		2036	1903	133
6	104--06	9	1839-0	1		2788	2672	116
6	104--07	9	1639-0	1		2672	2377	295
6	104--08	9	1619-0	1		2626	2487	139
6	104--09	9	0727-0	1		2115	1968	147
6	105--01	10	1511-0	1		2144	2056	88
6	105--02	10	0867-0	1		3849	3676	173
6	105--04	10	1837-0	1		2767	2626	141
6	105--05	10	1211-0	31				
6	105--06	10	0769-0	31				
6	105--07	10	1837-0	31				
6	105--08	10	1537-0	31				
6	105--09	10	0867-0	31				
6	105--10	10	1635-0	31				
6	106--01	10	0769-0	31				
6	106--03	10	1619-0	31				
6	106--04	10	0769-1	33				
6	106--05	10	1635-0	31				

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DEALER - PORTER

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	106--06	10	1619-0	31				
6	106--07	10	1639-0	31				
6	106--08	10	1845-1	1		3738	3067	671
6	106--11	10	1511-0	31				
6	107--01	10	0867-1	33				
6	107--03	10	0769-1	1		2550	2071	479
6	107--04	10	0867-1	1		4252	3704	548
6	107--05	10	0927-1	1		2689	2206	483
6	107--06	10	1737-1	34	1			
6	107--07	10	1255-0	31				
6	107--08	10	1869-1	1		2955	2734	221
6	107--10	10	0727-1	2	6	2189	1939	250
6	108--01	10	0927-1	1		2360	2040	320
6	108--02	10	0867-1	1		4346	3938	408
6	108--03	10	0927-1	2	6	2400	2140	260
6	108--04	10	0927-1	1		2400	2053	347
6	108--06	10	0727-0	31				
6	108--07	10	1619-0	31				
6	108--08	10	1839-0	31				
6	108--09	10	0569-0	31				
6	108--10	10	0867-0	31				
6	108--11	10	0927-1	1				
6	108--12	10	1867-1	33		2596	2121	475
6	109--02	10	0927-1	1				
6	109--03	10	1837-0	31		2483	2097	386
6	109--04	10	1637-0	31				
6	109--05	10	1837-0	31				
6	109--06	10	1511-0	31				
6	109--07	10	0769-1	1				
6	109--08	10	1839-1	33		2429	2083	346
6	109--09	10	1837-0	31				
6	109--10	10	1837-0	31				

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	110--04	10	1611-1	1				
6	110--05	10	0735-1	1		3050	2744	306
6	110--06	10	1867-1	33		2669	2258	411
6	110--07	10	1635-0	31				
6	110--08	10	0927-1	1				
6	110--09	10	0927-1	1		2333	2139	194
6	110--10	10	1839-0	31		2483	2097	386
6	110--11	10	1839-1	33				
6	111--03	10	0727-1	1				
6	111--04	10	1839-1	1				
6	111--05	10	0927-1	1		2335	2025	310
6	111--07	10	1611-0	31		3057	2736	321
6	111--08	10	1537-1	2	6	2604	2196	408
6	111--09	10	1845-1	1				
6	111--10	10	0927-1	1		2500	2259	241
6	111--11	10	1837-1	33		3282	3069	213
6	112--01	10	0927-1	33		2360	2165	195
6	112--02	10	0927-1	1				
6	112--03	10	1839-1	33		2311	2175	136
6	112--05	10	1119-0	31				
6	112--07	10	1635-0	31				
6	112--08	10	0527-0	31				
6	112--09	10	0727-1	1				
6	112--10	10	0727-0	31		2284	2009	275
6	113--01	10	1837-1	33				
6	113--02	10	1837-1	33				
6	113--03	10	1511-0	31				
6	113--04	10	1839-1	1		2993	2741	252
6	113--05	10	1635-0	31				
6	113--06	10	1839-0	31				
6	113--07	10	1111-1	1				
6	113--08	10	0927-1	1		2438	2210	228
6	113--09	10	1837-1	1		2520	2150	370
						3012	2652	360
								1195

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DEALER - PORTER

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	113--10	10	1219-0	31				
6	113--11	10	1635-1	1		3102	2858	244
6	114--01	10	1635-1	1		3145	2906	239
6	114--02	10	0927-1	2	6	2276	2037	239
6	114--05	6	1837-0	31				
6	114--06	10	0769-0	31				
6	114--07	10	0769-0	31				
6	114--08	10	1611-0	31				
6	114--09	10	0927-1	2	6	2440	2200	240
6	114--10	10	1837-1	1		3007	2754	253
6	114--11	10	0927-1	34	1			
6	114--12	10	0927-1	1		2366	2157	209
6	115--01	10	1837-1	1		2808	2603	205
6	115--03	10	0927-1	2	6	2400	2151	249
6	115--04	10	1837-1	1		2952	2757	195
6	115--05	10	1867-0	31				
6	115--06	10	1837-0	31				
6	115--07	10	1711-1	1		2722	2463	259
6	115--08	10	0927-1	1		2433	2096	337
6	115--09	10	1837-1	1		2763	2531	232
6	115--12	10	0867-1	1		4138	3751	387
6	116--01	11	1837-0	31				
6	116--02	11	1111-1	33				
6	116--03	11	1867-1	2	6	3187	2922	265
6	116--04	11	1635-1	1		2885	2705	180
6	116--05	11	1611-1	1		2676	2418	258
6	116--06	11	0927-1	1		2400	2154	246
6	116--07	11	1867-1	1		3111	2826	285
6	116--08	11	0527-1	2	10	2015	1828	187
6	116--09	11	1169-1	1		2391	2169	222
6	116--10	11	1219-1	2	10	2643	2409	234
6	116--11	11	1219-1	2				
6	116--12	11	1219-1	2				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	117--01	11	0927-1	2	6	2349	2081	268
6	117--02	11	0569-0	31				
6	117--03	11	1837-0	31				
6	117--04	11	1867-1	1				
6	117--05	11	1839-1	1				
6	117--06	11	1669-1	33		3108	2909	199
6	117--08	11	1867-1	1		3187	2754	433
6	117--09	11	0927-1	1				
6	117--10	11	1837-1	35		2948	2733	215
6	117--11	11	0769-1	2	6	2378	2176	202
6	118--01	11	0867-1	2	10	2292	2041	251
6	118--03	11	1837-1	2	6	4210	3942	268
6	118--06	11	0927-1	1		2833	2595	238
6	118--07	11	0927-1	1		2293	2080	213
6	118--08	11	0769-1	1		2503	2151	352
6	118--09	11	1837-1	1		2318	2118	200
6	118--10	11	0727-1	2	10	2931	2696	235
6	118--11	11	1835-1	33	6	2250	2011	239
6	119--01	11	1837-1	1				
6	119--02	11	1837-1	1		2832	2590	242
6	119--04	11	1837-1	1		2847	2690	157
6	119--05	11	1737-1	1		3098	2895	203
6	119--06	11	1837-1	1		2669	2395	274
6	119--07	11	0927-1	35				
6	119--08	11	0927-1	1		2390	2150	240
6	119--09	11	0769-1	1		2208	2021	187
6	119--10	11	1837-1	1		2191	2026	165
6	119--11	11	1837-1	1		2817	2608	209
6	120--01	11	1637-1	1		2782	2583	199
6	120--02	11	1569-1	1		3054	2709	345
6	120--03	11	1837-1	1		2419	2269	150
6	120--04	11	1645-1	2	6	2806	2581	225
6	120--05	11	0927-1	1		3040	2804	236
6		11		1		2262	2059	203

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	120--07	11	0727-1	1		2278	2045	233
6	120--08	11	1837-1	1		2844	2625	219
6	120--09	11	0735-1	1		2469	2160	309
6	120--10	11	1837-0	31				
6	120--12	11	0927-1	2	6	2490	2200	290
6	121--01	11	0735-1	1		2620	2297	323
6	121--02	11	0769-1	1		2187	1982	205
6	121--03	11	1837-1	1		3060	2593	467
6	121--04	11	1235-0	31				
6	121--05	11	1839-1	1		2912	2643	269
6	121--06	11	1635-1	1		3073	2890	183
6	121--07	11	1235-1	1		2909	2665	244
6	121--08	11	1645-1	1		2929	2764	165
6	121--10	11	0927-1	33				
6	121--11	11	0735-1	33				
6	122--01	11	0867-1	1		3688	3541	147
6	122--02	11	1635-1	1		2797	2629	168
6	122--03	11	1569-1	1		2213	2052	161
6	122--04	11	1839-1	1		2918	2584	334
6	122--05	11	1511-1	1		2294	2037	257
6	122--06	11	1837-1	33				
6	122--07	11	0927-1	1		2317	2106	211
6	122--08	11	1867-1	1		2965	2799	166
6	122--09	11	R1206-1	1		2721	2506	215
6	122--10	11	1645-1	1		3201	3018	183
6	122--11	11	0569-0	31				
6	123--01	11	0769-1	1		2250	2086	164
6	123--02	11	1669-1	1		2636	2476	160
6	123--03	11	0867-1	1		4025	3712	313
6	123--04	11	1839-1	2	6	2850	2616	234
6	123--05	11	1611-0	31				
6	123--06	11	0927-1	1		2372	2133	239
6	123--07	11	0927-1	1		2000	1740	140

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.**	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	123--08	11	1837-1	34	1			
6	123--09	11	1837-1	1		3223	2835	388
6	123--10	11	1635-1	1		2793	2626	167
6	123--11	11	0927-1	1		2400	2162	238
6	123--12	11	1611-0	31				
6	124--01	11	1635-1	1		3816	3073	743
6	124--02	11	0927-1	1		2353	2193	160
6	124--03	11	R1206-1	1		2845	2564	281
6	124--04	11	0927-1	1		2388	2154	234
6	124--06	11	1839-1	2	10	2866	2626	240
6	124--08	11	0927-1	2	6	2404	2162	242
6	124--09	11	1837-0	31				
6	124--10	11	1611-1	2	10	2613	2364	249
6	125--01	11	1635-1	2	6	3226	2931	295
6	125--02	11	0867-1	33				
6	125--03	11	1837-1	1		2907	2626	281
6	125--04	11	1111-1	1		2135	1974	161
6	125--05	11	1837-1	33				
6	125--06	11	0867-1	1		3990	3679	311
6	125--07	11	1837-1	1		2770	2532	238
6	125--09	11	1837-1	1		2883	2630	253
6	125--10	11	0769-1	1		2321	2101	220
6	125--11	11	0927-1	1		2435	2162	273
6	126--01	11	1837-1	31		2780	2569	211
6	126--02	11	1837-0	1				
6	126--03	11	0527-1	1		1939	1757	182
6	126--04	11	1837-1	1		2629	2372	257
6	126--05	11	1635-1	1		3002	2738	264
6	126--06	11	1669-1	2	10	2563	2326	237
6	126--07	11	1669-1	1		2781	2635	146
6	126--08	11	1619-0	31				
6	126--09	11	1845-0	31				
6	126--10	11	0867-1	1		4115	3704	411

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

1200

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	126--11	11	0927-1	1		2452	2115	337
6	127--01	11	0927-1	1		2437	2171	266
6	127--02	11	1111-1	33				
6	127--03	11	1837-1	33				
6	127--04	11	0769-1	2	6	2340	2100	240
6	127--05	11	0735-1	1		2421	2224	197
6	127--07	11	1837-1	33				
6	128--01	12	0727-1	1		2071	1911	160
6	128--02	12	1837-1	33				
6	128--04	12	0735-1	1		2535	2228	307
6	128--05	12	1837-0	31				
6	128--06	12	0769-1	1		2275	2026	249
6	128--07	12	0927-1	1		2394	2156	238
6	128--08	12	1635-0	31				
6	128--09	12	1837-1	35				
6	128--10	12	0927-1	1		2463	2186	277
6	129--01	12	0927-1	1		2497	2108	389
6	129--02	12	0927-1	2	6	2390	2103	287
6	129--03	12	0927-1	1		2349	2108	241
6	129--04	12	1635-1	1		2912	2723	189
6	129--05	12	0927-1	1		2394	2162	232
6	129--06	12	0867-0	31				
6	129--07	12	0927-1	33		2231	2071	160
6	129--08	12	0727-1	1				
6	129--09	12	1839-0	31		3353	3038	315
6	129--10	12	1839-1	1				
6	129--11	12	1837-0	31				
6	129--12	12	0927-1	1		2373	2108	265
6	129--13	12	0735-1	1		2503	2226	277
6	130--01	12	1837-1	1		2767	2566	201
6	130--02	12	0927-1	1		2267	2064	203
6	130--03	12	0927-1	1		2450	2160	290
6	130--04	12	0927-1	1		2457	2166	301

130-05 12 0927-1 2160 2850 2150 301

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	130--05	12	0727-1	1		2128	1848	280
6	130--06	12	0927-1	1		2229	2080	149
6	130--07	12	1837-1	1		2807	2572	235
6	130--08	12	0927-1	2	6	2404	2164	240
6	130--09	12	0927-1	2	6	2350	2088	262
6	130--10	12	0927-1	1		2393	2156	237
6	130--11	12	0927-1	2	6	2389	2150	239
6	131--01	12	1637-1	1		2663	2469	194
6	131--02	12	1235-1	1		2978	2609	369
6	131--03	12	1837-1	33				
6	131--04	12	1839-1	1		2875	2619	256
6	131--05	12	0927-1	1		2333	2130	203
6	131--06	12	0867-1	33				
6	131--07	12	0927-1	2	10	2372	2130	242
6	131--08	12	1839-1	1		3621	3271	350
6	131--09	12	1837-1	2	6	2820	2572	248
6	131--10	12	0727-1	1		2112	1975	137
6	131--11	12	1635-1	33				
6	132--01	12	0527-1	33				
6	132--03	12	0927-1	34				
6	132--04	12	1635-1	1	1	2981	2806	175
6	132--05	12	0735-1	1		2349	2144	205
6	132--06	12	0769-0	31				
6	132--08	12	0927-1	33				
6	132--09	12	1837-1	33				
6	132--10	12	1839-1	33				
6	133--01	12	1837-0	31				
6	133--02	12	0727-1	1				
6	133--03	12	1837-1	1				
6	133--04	12	1837-1	2	6	2242	1961	281
6	133--05	12	0927-1	1		2662	2444	218
6	133--06	12	1839-1	1		2548	2318	230
6	133--07	12	0927-1	1		2331	2083	248
6		12	1839-1	1		3287	3162	125
6		12	0927-1	33				

1201

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

1202

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	133--08	12	0727-1	1		2294	2056	238
6	133--09	12	0735-1	1		2562	2326	236
6	133--10	12	1837-1	1		2900	2631	269
6	133--11	12	0527-1	1		2220	1801	419
6	134--01	12	1837-0	31				
6	134--04	12	0927-1	1		2355	2154	201
6	134--05	12	1837-1	1		2841	2576	265
6	134--07	12	1235-1	33				
6	134--08	12	1637-0	31				
6	134--09	12	1837-1	34				
6	134--11	12	1835-1	2	1	3075	2835	240
6	134--12	12	1635-1	1	6	2935	2708	227
6	135--01	12	0769-1	2	10	2284	2040	244
6	135--02	12	1845-1	1		2949	2716	233
6	135--03	12	1867-1	1		2823	2600	223
6	135--04	12	0927-1	1		2327	2111	216
6	135--07	12	0735-1	33				
6	135--08	12	1839-1	1		2990	2618	372
6	135--09	12	1839-1	1		3010	2725	285
6	135--10	12	0927-1	1		2399	2154	245
6	135--11	12	1837-1	2	10	2943	2704	239
6	135--12	12	1639-1	1		2708	2555	153
6	136--01	12	1839-1	2	6	2890	2651	239
6	136--02	12	1845-1	2	6	3201	2961	240
6	136--03	12	1837-1	1		3414	3098	316
6	136--04	12	0735-1	1		2426	2313	113
6	136--05	12	1569-1	33				
6	136--06	12	0927-1	1		2409	2118	291
6	136--08	12	1841-1	1		2770	2569	201
6	136--09	12	1541-1	1		2850	2650	200
6	136--10	12	0927-1	1		2343	2111	232
6	136--11	12	1111-1	1		2318	2144	124
6	136--12	12	1111-1	1				

104
2184
2358
1111-1
12

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
6	137--03	12	0927-1	1		2504	2094	410
6	137--05	12	0927-1	1		2312	2017	295
6	137--06	12	1111-0	31				
6	137--07	12	1837-1	1				
6	137--08	12	0927-1	1		2787	2609	178
6	137--09	12	1669-1	1		2427	2485	237
6	137--10	12	1835-1	1		2949	2485	464
6	137--11	12	1837-1	1		3462	3215	247
6	137--12	12	1837-1	1		2747	2504	243
6	138--01	12	1837-1	2	10	2830	2591	239
6	138--02	12	1837-1	1		2900	2663	237
6	138--03	12	1669-1	1		2512	2354	158
6	138--04	12	1867-1	1		3091	2937	154
6	138--05	12	1837-1	33				
6	138--06	12	1835-0	31				
6	138--07	12	1839-0	31				
6	138--08	12	1635-1	1		3309	3065	244
6	138--09	12	0769-1	1		2298	2083	215
6	138--10	12	1837-1	1		2840	2598	242
6	138--11	12	0927-1	33				
6	139--01	12	1839-1	33				
6	139--02	12	0735-1	1		2336	2145	191
6	139--04	12	0927-1	1		2422	2152	270
6	139--05	12	1839-1	1		2837	2600	237
6	139--06	12	0927-1	1		2489	2200	289
6	139--07	12	0867-1	33				
6	139--08	12	1839-1	1		2875	2622	253
6	139--09	12	1511-1	1		2546	2228	318
6	139--10	12	1669-1	2	10	2781	2528	253
6	139--10	12	0927-1	1		2468	2170	298

1203

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

SUMMARY TABLE DEALER - PORTER			-----AVERAGES-----	
TYPE OF SALE	NO. OF SALES	MEDIAN MARKUP	ARITHMETIC MEAN MARKUP	
1	789	230	239	
2	138	224	212	
SUBTOTAL	927			
31	78			
32	6			
33	131			
34	5			
35	37			
SUBTOTAL	257			
OTHER				
TOTAL	1,184			

DEALER NO.	PG. - LINE NO.	MODEL NO. AND YEAR	MONTH SOLD	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	1--01	1837-0	1	1		3035	2685	350
7	1--02	1111-0	1	1		2141	1910	231
7	1--03	1619-0	1	2	10	2875	2536	339
7	1--05	0769-0	1	2	10	2375	2038	337
7	1--06	1837-0	1	2	10	2828	2555	273
7	1--07	1819-0	1	1		3133	2688	445
7	1--08	1619-0	1	2	10	2680	2399	281
7	1--09	1837-0	1	1		3147	2733	414
7	1--10	1867-0	1	33				
7	1--11	1611-0	1	1		2791	2440	351
7	1--12	1635-0	1	2	10	3015	2733	282
7	1--13	1619-0	1	1		2680	2421	259
7	1--14	0769-0	1	2	10	2351	1943	408
7	1--16	0769-0	1	2	10	2391	2065	326
7	1--17	0769-0	1	2		2933	2610	323
7	1--18	1819-0	1	1		2217	1971	246
7	1--19	0569-0	1	1		3209	2726	483
7	1--20	1839-0	1	1	10	2410	2053	357
7	1--22	0769-0	1	2		2436	2067	369
7	1--23	0769-0	1	2	10	2378	2039	339
7	1--24	0569-0	1	33				
7	1--26	1837-0	1	33				
7	1--27	1837-0	1	33				
7	1--28	1839-9	1	31				
7	1--29	1839-0	1	2	10	2944	2620	324
7	1--30	1111-0	1	1		2198	1912	286
7	1--31	1639-0	1	1		2950	2600	350
7	1--32	1839-0	1	2	10	2955	2652	303
7	2--01	1837-0	1	1		3146	2649	497
7	2--02	1837-0	1	1		3150	2737	413
7	2--03	1837-0	1	1		2999	2694	305
7	2--04	1511-0	1	1		2500	2232	268
7	2--05	1837-0	1	1		2955	2570	385

1205

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER - WEST ADAMS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	2--06	1	1215-0	2	10	2773	2501	272
7	2--08	1	1867-0	1		3834	3395	439
7	2--09	1	1121-0	33				
7	2--10	1	1111-0	1				
7	2--11	1	1645-0	2	10	2417	2140	277
7	2--12	1	1837-0	1		3423	3171	252
7	2--13	1	1837-0	1		2938	2622	316
7	2--14	1	0827-0	2	10	4072	3650	422
7	2--15	1	1837-0	1		3003	2700	303
7	2--16	1	0569-0	1		2202	1967	235
7	2--17	1	1837-0	1		3053	2801	252
7	2--18	1	1839-0	1		3174	2756	418
7	2--19	1	1839-0	33				
7	2--24	1	0569-0	2	10	2234	1984	250
7	2--25	1	1819-0	1		3269	2710	559
7	2--26	1	1839-0	1		2935	2622	313
7	2--27	1	0569-0	2	10	2131	1824	307
7	2--28	1	0769-0	2	10	2412	2109	303
7	2--29	1	1611-0	33				
7	2--30	1	1837-0	1		2925	2657	268
7	3--01	1	1839-0	1		3112	2800	312
7	3--02	1	0769-0	1		2480	2090	390
7	3--04	1	1635-0	2	10	3128	2848	280
7	3--11	1	1839-0	1		3142	2639	503
7	3--12	1	1619-0	1		2592	2406	186
7	4--01	2	1867-0	2	10	3300	2957	343
7	4--03	2	1635-0	2	10	3003	2756	247
7	4--04	2	0769-0	2	6	3001	2083	248
7	4--05	2	1839-0	1		3024	2692	309
7	4--06	2	1545-0	1		3024	2617	407
7	4--09	2	1837-0	1		3050	2653	397
7	4--10	2	1115-0	1		2448	2215	233
7	4--11	2	1115-0	1		2627	2261	266
7	4--12	2	1115-0	1		2627	2261	266

1206

1208

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	5--26	2	1837-0	1		2819	2600	219
7	5--27	2	1837-0	1		2802	2603	199
7	5--28	2	1837-0	1		3037	2747	290
7	5--29	2	1119-0	1		2481	2143	338
7	6--01	2	1819-0	1		2931	2621	310
7	6--02	2	1111-0	1		2268	2057	211
7	6--04	2	0569-0	1		2055	1760	295
7	6--05	2	0769-0	1		2314	2078	236
7	6--06	2	1111-0	1		2187	1977	210
7	6--07	2	1867-0	1		3090	2846	244
7	6--09	2	0867-0	1		3609	3334	275
7	6--11	2	1835-0	2	10	3162	2867	295
7	6--12	2	1839-0	1		2897	2505	392
7	6--13	2	0769-0	2	10	2300	2107	193
7	6--14	2	1837-0	1		2978	2687	291
7	6--16	2	1837-0	2	10	2844	2598	246
7	6--17	2	1111-0	1		2279	2024	255
7	6--18	2	1837-0	1		2960	2663	297
7	6--20	2	0727-0	1		2442	2027	415
7	6--21	2	0527-0	1		2128	1813	315
7	6--22	2	1819-0	1		2883	2603	280
7	7--01	3	0527-0	1		2038	1813	225
7	7--03	3	1111-0	33				
7	7--04	3	0527-0	1		2172	1815	357
7	7--05	3	1837-0	1		2900	2563	337
7	7--06	3	0769-0	1		2880	2037	243
7	7--07	3	1835-0	1		3070	2852	218
7	7--08	3	0727-0	2	10	2290	2051	239
7	7--09	3	0727-0	1		2235	2018	217
7	7--10	3	0527-0	1		2263	1957	306
7	7--11	3	0527-0	1		2348	2103	265
7	7--12	3	1837-0	1		2922	2717	205
7	7--13	3	1837-0	1		2922	2717	205

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DEALER - WEST ADAMS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	8--24	3	1219-0	33				
7	8--25	3	1219-0	33				
7	8--26	3	1219-0	33				
7	8--27	3	0727-0	1	10	2070	1851	219
7	8--28	3	0769-0	2		2256	2071	185
7	8--29	3	0727-0	1		2299	2072	227
7	8--30	3	1235-0	33				
7	8--31	3	0527-0	1				
7	8--32	3	1867-0	1		2184	1914	270
7	9--01	3	0769-0	1		3206	2967	239
7	9--02	3	1635-0	1		2241	2024	217
7	9--03	3	1837-0	1		3101	2878	223
7	9--04	3	1737-0	1		2969	2742	227
7	9--06	3	1839-0	1		2706	2481	225
7	9--08	3	1839-0	2	10	2970	2762	208
7	9--09	3	1839-0	1		2855	2681	174
7	9--10	3	0867-0	2	10	2795	2598	197
7	9--12	3	1839-0	2	10	3691	3409	282
7	9--13	3	0769-0	2	10	2824	2661	163
7	9--14	3	1111-0	1		2271	2086	185
7	9--15	3	1837-0	1		2099	1875	224
7	9--16	3	1511-0	1		2810	2630	180
7	9--17	3	0727-0	1		2152	2152	263
7	9--18	3	1837-0	1		2415	2026	230
7	9--19	3	1835-0	1		2256	2664	263
7	9--22	3	0769-0	1		2927	2992	248
7	9--23	3	1837-0	2	10	3240	2086	150
7	9--24	3	1837-0	1		2236	2506	211
7	9--25	3	1819-0	1		2717	2506	206
7	9--26	3	0727-0	1		2816	2651	255
7	9--27	3	1819-0	1		2906	2009	218
7	9--28	3	1819-0	33		2227	2542	330
7	9--29	3	1819-0	1		2872	2671	203
7	9--30	3	1819-0	33		2874	2671	203

1211

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	10--01	3	1619-0	1		3120	2828	292
7	10--03	3	1115-0	1		2400	2144	256
7	11--01	4	1867-0	1		2923	2792	131
7	11--02	4	1837-0	1		2884	2647	237
7	11--04	4	1839-0	1		2911	2690	221
7	11--05	4	1837-0	1		3000	2701	299
7	11--06	4	1835-0	1		3106	2874	232
7	11--07	4	1519-0	1		2558	2313	245
7	11--08	4	0769-0	33				
7	11--09	4	0769-0	33				
7	11--10	4	1511-0	1		2390	2176	214
7	11--11	4	0769-0	2	10	2273	2101	172
7	11--12	4	1639-0	2	10	2762	2557	205
7	11--13	4	1611-0	1		2635	2408	227
7	11--14	4	1511-0	1		2251	2005	246
7	11--15	4	0769-0	33				
7	11--16	4	1837-0	1		2987	2729	258
7	11--17	4	1619-0	1		2592	2384	208
7	11--18	4	1835-0	2	10	2685	2515	170
7	11--19	4	1839-0	1		2979	2783	196
7	11--20	4	1121-0	33				
7	11--21	4	1635-0	1		2981	2735	246
7	11--22	4	1639-0	33				
7	11--23	4	1839-0	1		2910	2628	282
7	11--25	4	1835-0	1		3215	2967	248
7	11--27	4	1839-0	1		2911	2737	174
7	11--28	4	1635-0	2	10	2812	2639	173
7	11--29	4	0569-0	1		2211	2001	210
7	11--30	4	1635-0	1		2985	2779	206
7	11--31	4	0727-0	2	10	2241	2063	178
7	11--32	4	0769-0	1		2300	2078	222
7	12--01	4	1837-0	2	10	2840	2645	195
7	12--02	4	0527-0	2	10	1917	1763	154

*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	12--03	4	1839-0	1		2817	2628	189
7	12--04	4	1235-0	33				
7	12--05	4	0769-0	1		2280	2102	178
7	12--06	4	0769-0	2	10	2216	2058	158
7	12--07	4	0727-0	1		2293	2026	267
7	12--09	4	1839-0	1		2856	2641	215
7	12--10	4	1837-0	2	10	2868	2685	183
7	12--11	4	1837-0	1		2821	2610	211
7	12--13	4	0769-0	2	10	2182	2028	154
7	12--14	4	0867-0	1		3784	3576	208
7	12--15	4	1837-0	2		2805	2641	164
7	12--16	4	1645-0	1	10	3175	2947	228
7	12--18	4	1839-0	1		2841	2631	210
7	12--19	4	1837-0	1		2806	2609	197
7	12--20	4	1119-0	33				
7	12--21	4	1545-0	2	10	2502	2342	160
7	12--22	4	0727-0	1		2193	1951	242
7	12--23	4	1839-0	1		2989	2751	238
7	12--24	4	1635-0	1		2900	2680	220
7	12--26	4	1837-0	1		2958	2627	331
7	12--27	4	0769-0	1		2237	2086	151
7	12--28	4	1619-0	33				
7	12--29	4	0727-0	1		2158	1908	250
7	12--30	4	1839-0	2	10	2808	2641	167
7	12--31	4	0727-0	2	10	2163	2006	157
7	13--01	4	1121-0	33				
7	13--02	4	1121-0	33				
7	13--03	5	1837-0	1		2836	2600	236
7	13--04	5	1837-0	2	6	2689	2515	174
7	13--05	5	1619-0	1		2512	2340	172
7	13--08	5	0867-0	1		3842	3613	229
7	13--10	5	1635-0	1		2872	2674	174
7	13--11	5	1635-0	2	10	2872	2674	108

DEALER - WEST ADAMS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	14--27	5	1837-0	1		2835	2624	211
7	14--28	5	0769-0	2	10	2207	2048	159
7	14--29	5	0769-0	33				
7	14--30	5	1837-0	1		2804	2600	204
7	15--01	5	1837-0	1		2653	2437	216
7	15--06	5	1867-0	1		3120	2910	210
7	15--07	5	1121-0	33				
7	15--08	5	0769-0	1		2280	2044	236
7	15--09	5	0727-0	1		2181	1968	213
7	16--01	6	1511-0	33				
7	16--02	6	1611-0	33				
7	16--04	6	1837-0	2	10	2738	2596	142
7	16--05	6	1837-0	1		2752	2543	209
7	16--07	6	0867-0	1		3724	3523	201
7	16--08	6	0927-0	1		2589	2185	404
7	16--09	6	1837-0	1		2954	2735	219
7	16--11	6	1837-0	2	10	2970	2763	207
7	16--12	6	1837-0	2	10	2745	2566	179
7	16--14	6	1837-0	1		2996	2764	232
7	16--16	6	1837-0	1		2787	2475	312
7	16--17	6	0569-0	1		2261	1983	278
7	16--19	6	0727-0	1		2216	1999	217
7	16--20	6	1839-0	1		2879	2605	274
7	16--21	6	1819-0	1		2809	2594	215
7	16--22	6	0727-0	1		2100	1922	178
7	16--23	6	1119-0	1		2130	1968	162
7	16--25	6	1111-0	1		2317	2123	194
7	16--26	6	0727-0	1		2202	2008	194
7	16--27	6	0727-0	1		2210	2010	200
7	16--28	6	1837-0	1		2925	2735	190
7	16--30	6	1511-0	1		2544	2337	210
7	16--31	6	1511-0	1		2544	2337	210

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	17--02	6	1839-0	1		2873	2661	212
7	17--03	6	1635-0	1		3185	2893	292
7	17--04	6	1837-0	2	10	2649	2477	172
7	17--06	6	0527-0	1		2038	1837	201
7	17--07	6	0727-0	2	10	2192	2028	164
7	17--08	6	1837-0	2	10	2666	2504	162
7	17--09	6	1837-0	1		2936	2666	270
7	17--10	6	0769-0	1		2253	2067	186
7	17--11	6	1211-0	2	10	2537	2368	169
7	17--13	6	1121-0	33				
7	17--14	6	0727-0	1		2144	1937	207
7	17--15	6	1619-0	1		2610	2367	243
7	17--16	6	0727-0	2	10	2193	2026	167
7	17--17	6	1837-0	1		2825	2601	224
7	17--19	6	0769-0	2	10	2191	2050	141
7	17--20	6	1111-0	1		2098	1923	175
7	17--21	6	1839-0	1		2992	2691	301
7	17--22	6	1635-0	1		2980	2748	232
7	17--24	6	0769-0	2	6	1975	1824	151
7	17--25	6	1839-0	2	10	2829	2661	168
7	17--26	6	0867-0	2	10	3902	3701	201
7	17--27	6	0727-0	1		2070	1913	157
7	17--29	6	1635-0	1		2923	2755	168
7	17--31	6	1867-0	1		3364	2950	414
7	17--32	6	1837-0	1		2837	2695	142
7	18--02	6	1611-0	1		2474	2284	190
7	18--03	6	1839-0	1		2930	2705	225
7	18--04	6	0727-0	1		2051	1889	162
7	18--05	6	1837-0	2	10	2836	2662	174
7	18--07	6	1837-0	1		3089	2860	229
7	18--08	6	1839-0	1		3076	2631	445
7	18--09	6	1837-0	1		2681	2499	182
7	18--11	6	1837-0	1		2739	2575	164

•SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	19--01	7	1211-0	1		2188	2039	149
7	19--02	7	0727-0	1		2112	1957	155
7	19--03	7	1619-0	1		2600	2443	157
7	19--04	7	1737-0	1		2703	2548	155
7	19--05	7	1645-0	1		3434	3056	378
7	19--06	7	0769-0	2	10	2215	2063	152
7	19--07	7	1511-0	1		2355	2042	313
7	19--08	7	1837-0	1		2685	2531	154
7	19--09	7	1111-0	33				
7	19--10	7	0727-0	1		2144	1931	213
7	19--11	7	0769-0	1		2325	2086	239
7	19--12	7	1111-0	33				
7	19--13	7	1535-0	2	10	2666	2514	152
7	19--14	7	1837-0	1		2848	2667	181
7	19--15	7	1835-0	1		3187	3003	184
7	19--16	7	1211-0	1		2367	2205	162
7	19--17	7	0769-0	2	10	2095	1946	149
7	19--18	7	1635-0	1		2970	2771	199
7	19--20	7	1867-0	1		3242	3029	213
7	19--21	7	1219-0	1		2176	2035	141
7	19--22	7	1837-0	1		2634	2499	135
7	19--23	7	0769-0	2	10	2147	2011	136
7	19--24	7	1645-0	1		2949	2818	131
7	19--25	7	1837-0	1		2748	2591	157
7	19--26	7	1837-0	1		2778	2627	151
7	19--27	7	1837-0	1		2874	2697	177
7	19--28	7	1235-0	1		2808	2581	227
7	19--29	7	1619-0	1		2584	2368	216
7	19--31	7	1867-0	2	10	2835	2666	169
7	19--32	7	0769-0	1		2174	2028	146
7	20--01	7	1837-0	2	10	2799	2654	141
7	20--02	7	1837-0	2		2822	2682	140

1216

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	20-00-04	7	1839-C	1		2836	2658	178
7	20-00-05	7	0727-0	1		2210	2057	153
7	20-00-06	7	0927-0	1		2465	2175	290
7	20-00-09	7	0727-0	1		2272	2053	219
7	20-00-12	7	1837-0	1		2689	2475	214
7	20-00-13	7	0927-0	1		2353	2157	196
7	20-00-15	7	0569-0	1		2071	1945	126
7	20-00-16	7	1611-0	33				
7	20-00-17	7	0769-0	1				
7	20-00-18	7	1837-0	1		2218	2063	155
7	20-00-19	7	0927-0	1		2705	2495	208
7	20-00-20	7	1539-0	1		2649	2203	446
7	20-00-21	7	0769-0	1		2950	2696	254
7	20-00-22	7	0769-0	1		2189	2035	154
7	20-00-23	7	0769-0	1		2226	2028	198
7	20-00-24	7	0569-0	1		1223	1971	152
7	20-00-25	7	0927-0	1		2450	2157	293
7	21-00-01	8	1635-0	1		2896	2171	325
7	21-00-03	8	0727-0	1		2920	2758	172
7	21-00-04	8	0927-0	1		2175	1993	182
7	21-00-05	8	1839-0	1		2495	2115	370
7	21-00-08	8	1837-0	1		2748	2607	141
7	21-00-09	8	1111-0	1		2753	2598	155
7	21-00-10	8	0727-0	1		2058	1956	102
7	21-00-12	8	1819-0	1		2052	1914	138
7	21-00-13	8	1111-0	1		2771	2606	165
7	21-00-14	8	0569-0	1		2236	2124	112
7	21-00-15	8	1135-0	1		2200	1976	224
7	21-00-16	8	1635-0	2	10	2406	2214	192
7	21-00-17	8	0867-0	2	10	2685	2532	153
7	21-00-18	8	0527-0	1		3484	3342	142
7	21-00-19	8	1235-0	1		2083	1927	156
7	21-00-21	8	0769-0	1		2604	2439	165
7						2251	2093	158

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	21--23	8	0769-0	1		2208	2052	156
7	21--24	8	0769-0	1		2237	2070	167
7	21--26	8	1111-0	1		2300	2091	209
7	21--27	8	0727-0	1		2078	1928	150
7	21--28	8	1111-0	1		2130	1974	156
7	21--30	8	0727-0	1		2070	1917	153
7	21--31	8	1839-0	1		2876	2693	183
7	22--01	8	1511-0	1		2510	2286	224
7	22--02	8	0769-0	1		2185	2034	151
7	22--03	8	0769-0	2	10	2302	2135	167
7	22--04	8	1115-0	2	10	2363	2197	166
7	22--05	8	0727-0	1		2135	1987	148
7	22--06	8	1635-0	2		2945	2790	155
7	22--07	8	1837-0	1	10	2871	2681	190
7	22--10	8	0927-0	1		2524	2158	366
7	22--11	8	0769-0	1		2192	2039	153
7	22--12	8	0769-0	1		2259	2087	172
7	22--13	8	0769-0	1		2192	2042	150
7	22--14	8	0727-0	1		2189	1989	200
7	22--15	8	1635-0	1		2881	2720	161
7	22--17	8	1837-0	1		2688	2541	147
7	22--18	8	1837-0	1		2803	2570	233
7	22--19	8	1837-0	1		2711	2550	161
7	22--21	8	1837-0	1		2900	2729	171
7	22--22	8	0769-0	1		2200	2037	163
7	22--23	8	1835-0	1		3013	2859	154
7	22--25	8	1111-0	1		2350	2191	159
7	22--26	8	1837-0	1		2647	2519	128
7	22--27	8	1837-0	1		2921	2743	178
7	22--28	8	1737-0	1		2556	2410	146
7	22--29	8	1837-0	1		2668	2487	181
7	22--30	8	1837-0	1		2770	2620	169

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	23--06	8	1635-0	2	10	2871	2716	155
7	24--01	9	1837-0	1		2773	2620	153
7	24--03	9	0727-0	1		2085	1908	177
7	24--06	9	0769-0	1		2319	2062	257
7	24--07	9	0727-0	1		2134	1969	165
7	24--08	9	1511-0	1		2374	2213	161
7	24--09	9	0727-0	1		2055	1930	125
7	24--10	9	1119-0	1		2358	2161	197
7	24--11	9	1111-0	1		2191	2036	155
7	24--13	9	1867-0	1		3098	2941	157
7	24--14	9	0769-0	2	10	2226	2092	134
7	24--16	9	1839-0	1		2885	2730	155
7	24--19	9	0769-0	2	10	2179	2050	129
7	24--20	9	1837-0	2	10	2662	2523	139
7	24--21	9	1835-0	1		3074	2883	191
7	24--22	9	1837-0	1		2765	2648	117
7	24--23	9	1645-0	1		3000	2844	156
7	24--25	9	1535-0	1		2616	2486	130
7	24--28	9	0569-0	2	10	1933	1815	118
7	24--29	9	0769-0	2	10	2264	2110	154
7	24--30	9	1235-0	2	10	2769	2641	128
7	24--31	9	1837-0	1		2775	2590	185
7	25--01	9	1837-0	1		2742	2555	187
7	25--02	9	0769-0	1		2193	2092	101
7	25--04	9	0769-0	1		2214	2046	168
7	25--05	9	1619-0	1		2515	2440	75
7	25--06	9	1635-0	1		2800	2618	182
7	25--07	9	1119-0	1		2135	2016	119
7	25--09	9	1837-0	1		2584	2438	146
7	25--12	9	1839-0	1		2902	2719	183
7	25--20	9	0769-0	1		2175	2078	97
7	25--22	9	1867-0	2	10	2916	2762	154
7	25--23	9	1645-0	1		3029	2924	105

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DEALER - WEST ADAMS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	25--24	9	1635-0	2	10	2696	2573	123
7	25--28	9	0769-0	1		2224	2078	146
7	25--29	9	1511-0	1		2150	2049	101
7	25--30	9	0769-0	1		2061	1939	122
7	25--32	9	1819-0	1		2578	2466	112
7	26--01	9	1111-0	1		2191	2057	134
7	26--02	9	0769-0	2		2167	2040	127
7	27--02	10	1839-0	1	10	2740	2591	149
7	27--03	10	1837-0	1		2765	2600	165
7	27--04	10	1819-0	1		2609	2481	128
7	27--05	10	1839-0	1		2825	2669	156
7	27--06	10	1837-0	1		2774	2674	100
7	27--07	10	1837-0	31				
7	27--08	10	1837-0	31				
7	27--10	10	1837-0	31				
7	27--11	10	0927-1	1		2561	2188	373
7	27--12	10	0927-1	1		2631	2290	341
7	27--14	10	1135-0	31				
7	27--15	10	0769-0	31				
7	27--16	10	1839-0	31				
7	27--17	10	1839-1	1		3455	2826	629
7	27--18	10	0927-1	1		2700	2201	499
7	27--19	10	1837-0	31				
7	27--20	10	1839-0	31				
7	27--22	10	1839-1	1				
7	27--24	10	0769-1	1				
7	27--26	10	1119-0	31		3441	2775	666
7	27--28	10	0769-0	31		2317	2037	280
7	27--29	10	0927-0	31				
7	27--50	10	0927-1	1				
7	27--51	10	0769-0	31		2504	2164	340
7	27--52	10	0927-1	1				

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7 21-01 10 023X-1 1 2ND 3 2147 356

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE	OUTLET NO.	SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	28--03	10	1839-1	33		3153	2753	400
7	28--04	10	1837-1	1		2326	2049	277
7	28--05	10	0769-1	1		2697	2388	309
7	28--07	10	1669-1	2	10	2285	2037	248
7	28--09	10	0769-1	2	10	2970	2724	246
7	28--10	10	1837-1	2	10	2365	2095	270
7	28--11	10	0769-1	1		2500	2186	314
7	28--14	10	0927-1	1		2822	2583	239
7	28--15	10	1837-1	2	10	2580	2257	323
7	28--16	10	1135-1	1		2398	2166	232
7	28--19	10	0927-1	2	10	2409	2130	279
7	28--21	10	0769-1	2	10	2337	2034	303
7	28--24	10	0727-1	2	10			
7	28--25	10	1837-0	31		2955	2664	291
7	28--26	10	1839-1	1		3379	3067	312
7	28--27	10	1837-1	1		3795	3537	258
7	28--28	10	0867-1	2	10			
7	28--30	10	1837-0	31		2864	2607	257
7	28--31	10	1837-1	2	10	2598	2144	454
7	29--02	11	0927-1	1		2417	2165	252
7	29--03	11	0927-1	2	10			
7	29--04	11	0769-0	31		2911	2602	309
7	29--05	11	1811-1	1		2340	2054	286
7	29--06	11	0727-1	1		2777	2527	250
7	29--07	11	1837-1	1		2232	1997	235
7	29--08	11	0727-1	1		2497	2181	316
7	29--09	11	0927-1	1		2270	2006	264
7	29--11	11	0727-1	1		3077	2836	241
7	29--12	11	1867-1	1				
7	29--15	11	1111-0	31		3046	2781	265
7	29--16	11	1837-1	1		4025	3708	317
7	29--18	11	0867-1	1		2536	2146	390
7	29--20	11	0927-1	1				

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*SEE ATTACHED SHEET FOR CODING DESIGNATIONS.

DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	29--23	11	1837-1	2	10	2762	2518	244
7	29--25	11	1669-1	33				
7	29--26	11	1169-1	1		2310	1965	345
7	29--27	11	1837-0	31				
7	29--28	11	1737-1	1		2502	2354	148
7	29--29	11	0927-1	1		2520	2161	359
7	29--30	11	1111-1	35				
7	29--31	11	0867-1	1		3965	3557	408
7	29--32	11	0569-0	31				
7	30--02	11	1219-0	31				
7	30--03	11	1845-1	1				
7	30--05	11	1839-1	2	10	3429	3086	343
7	30--06	11	0927-1	1		2870	2589	281
7	30--07	11	0927-1	2	10	2607	2210	397
7	30--09	11	0927-1	2	10	2395	2146	249
7	30--10	11	0927-1	2	10	2359	2126	233
7	30--11	11	1837-0	31				
7	30--12	11	1837-1	1		2855	2685	170
7	30--13	11	0927-1	2	10	2404	2167	237
7	30--15	11	1837-1	1		2817	2628	189
7	30--16	11	1111-1	33				
7	30--17	11	1635-1	2				
7	30--18	11	1835-1	1	10	3111	2843	268
7	30--19	11	0769-0	31		3065	2843	222
7	30--20	11	1215-0	31				
7	30--21	11	0769-1	33				
7	30--23	11	1837-1	2	10	2876	2632	244
7	30--24	11	1169-1	2	10	2432	2172	260
7	30--25	11	1635-0	31				
7	30--26	11	1635-1	1		2850	2614	236
7	30--27	11	1737-1	1		2543	2207	336
7	30--28	11	0535-1	33				
7	30--29	11	1235-1	1		2788	2540	248
7	30--30	11	0927-1	1		2535	2222	311

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7 30--28 11 1235-1 0255-1 2222 311

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	30--30	11	1867-1	2	10	3168	2929	239
7	30--31	11	1121-0	31				
7	30--32	11	0927-1	2	10	2473	2198	275
7	31--01	11	0927-1	1		2404	2111	293
7	31--02	11	0927-1	1		2493	2153	340
7	31--03	11	0769-1	2	10	2308	2064	244
7	31--05	11	0927-1	2	10	2375	2138	237
7	31--06	11	1169-1	1		2485	2201	284
7	31--07	11	1839-1	2	10	3245	2994	251
7	31--08	11	1837-1	2	10	2838	2592	246
7	31--09	11	1837-1	2	10	3104	2808	296
7	32--01	12	0927-1	2	10	2353	2109	244
7	32--02	12	1837-1	1		3176	2935	241
7	32--03	12	0927-1	2	10	2410	2167	243
7	32--04	12	0927-1	2	10	2438	2202	236
7	32--05	12	0927-1	2	10	2269	2031	238
7	32--06	12	1837-1	2	10	3028	2732	296
7	32--07	12	1837-0	31				
7	32--08	12	1837-1	1		3263	2776	487
7	32--09	12	1619-0	31				
7	32--10	12	1169-1	2	10	2437	2197	240
7	32--11	12	0927-1	2	10	2454	2192	262
7	32--12	12	1235-1	1		2856	2687	169
7	32--13	12	1169-1	1		2443	2223	220
7	32--16	12	0735-1	1		2488	2335	153
7	32--17	12	1569-1	1		2506	2275	231
7	32--20	12	1635-1	1		3065	2780	285
7	32--22	12	1839-1	1		2943	2652	291
7	32--23	12	1839-1	2	10	2847	2602	245
7	32--24	12	1837-1	1		3303	2996	307
7	32--27	12	0927-1	1		2500	2167	333
7	32--28	12	1837-1	1		2853	2595	258
7	32--29	12	1837-1	1		2784	2552	232

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DEALER - WEST ADAMS

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	32--30	12	1111-1	1		2239	1982	257
7	32--32	12	1837-0	31		2770	2521	249
7	33--01	12	1837-1	1		3098	2901	197
7	33--02	12	1837-1	1	10	2908	2688	220
7	33--03	12	1635-1	2		2252	1986	266
7	33--04	12	0727-1	1		2479	2173	306
7	33--06	12	0927-1	1		2478	2191	287
7	33--07	12	0927-1	1		2392	2163	229
7	33--08	12	0927-1	1		2179	1966	213
7	33--09	12	1111-1	1		2397	2181	216
7	33--10	12	0927-1	2	10	2973	2736	237
7	33--11	12	1837-1	1		3515	3122	393
7	33--13	12	1839-1	1	10	2444	2213	231
7	33--14	12	0927-1	2		2147	2003	144
7	33--15	12	0769-1	1	10	2332	2095	237
7	33--17	12	0735-1	2		2181	1968	213
7	33--19	12	0569-1	1		2166	1922	244
7	33--20	12	0527-1	1	10	2908	2667	241
7	33--21	12	1635-1	2		3294	3028	266
7	33--22	12	1835-1	1		2450	2046	404
7	33--23	12	1837-0	31		2858	2614	244
7	33--24	12	0769-1	1		2973	2718	255
7	33--25	12	1837-1	1		2885	2667	218
7	33--26	12	1839-1	1		2248	2004	244
7	33--27	12	1635-1	1	10	2473	2168	305
7	33--28	12	1169-1	2		2177	1957	220
7	33--29	12	0927-1	2	10	2100	1873	227
7	33--30	12	0569-1	1		2263	2039	224
7	33--31	12	0769-1	1		2470	2196	274
7	33--32	12	0727-1	1		2544	2346	198
7	34--01	12	0927-1	1				
7	34--02	12	1569-1	1				

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DEALER NO.	PG. - LINE NO.	MONTH SOLD	MODEL NO. AND YEAR	TYPE OF SALE*	OUTLET NO.*	NET SELLING PRICE TO CUSTOMER	DEALER INVOICE	MARKUP
7	34--04	12	0927-1	2	10	2464	2198	266
7	34--05	12	1611-1	33				
7	34--06	12	1837-1	1		2866	2668	198
7	34--07	12	1837-1	1		2861	2642	219
7	34--08	12	1835-1	1		3549	3237	312
7	34--09	12	1635-1	2	10	2915	2709	206
7	34--10	12	1837-1	2	10	2837	2614	223
7	34--11	12	1121-1	33				
7	34--12	12	0735-1	1		2469	2263	206

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[fol. 1808]	SUMMARY TABLE	DEALER - WEST ADAMS	-----AVERAGES-----	
			MEDIAN MARKUP	ARITHMETIC MEAN MARKUP
	TYPE OF SALE	NO. OF SALES		
	1	438	224	241
	2	145	223	222
	SUBTOTAL	583		
	31	31		
	32			
	33	55		
	34			
	35	66		
	SUBTOTAL			
	OTHER			
	TOTAL	669		

TYPE OF SALE	NO. OF SALES	NET OF SALE	MARKUP	ANTHROPIC MEAN
1	5,970	220	240	
2	1,336	235	234	
SUBTOTAL	7,306			
31	501			
32	52			
33	2,812			
34	190			
35	268			
SUBTOTAL	3,823			
OTHER				
TOTAL	11,129			